

LONGINES

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NEWS SUMMARY

Bank of England

Bank of England jumps 17; stocks fall in London

Equities fell back sharply on news of the rise in Minimum Lending Rate and the FT 30-share index—up 4.2 at 11 a.m.—encouraged by overnight gains on Wall Street—closed at 330.7 for index of 4.0 on the day, 1.9 on the week and 8.3 on the month.

Communists

Communists demand that South Vietnamese flee 125,000 to Thailand, which has agreed to accept them. But the U.S. has rejected the demand. Mr. Schlesinger said that the U.S. had an "allied and friendly country" in South Vietnam.

IRA

IRA men responsible for a bomb attack in Birmingham, which caused damage estimated at £150,000. Seven were found guilty of conspiring to cause explosions.

Amphibious

Amphibious forces of the Canadian Army are to be sent to the Falkland Islands to assist the British in the defence of the islands.

Chemical unions

Chemical industry unions have rejected a 20 per cent pay offer for 60,000 manual workers. Leaders of ICA's manual workers are pressing for 55 per cent rises.

Widow's

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Pound sinks to new low despite rise in Bank lending rate

BY MICHAEL BLANDEN

The pound dropped to new low levels yesterday in spite of the Chancellor's reassurances on exchange rate policy and further signs of a renewed rise in U.K. interest rates.

The pressure on the pound continued through the day with the weighted average depreciation from December 1971 levels widening steadily to end at 23.1 per cent. Against Thursday's 22.8 per cent. Against the dollar, sterling showed another sharp fall of 1.10 cents at \$2.3375.

The market was unaffected by news of a relatively helpful increase in the U.S. official reserves in April and by the announcement of a rise in the Bank of England's minimum lending rate from 9 to 10 per cent after the weekly Treasury bill tender.

There is a growing feeling in the City, however, that the decline in sterling over the past fortnight is prompting a change in official attitudes with less emphasis being laid on getting interest rates down in order to help the domestic economy and more on the external position of sterling.

On Thursday Mr. Denis Healey said specifically that he did not wish to see any further depreciation of sterling in the exchange markets. This was a reaction to the reports which started a fortnight ago that the Government was willing to allow the pound to drop further in order to help the export competitiveness of U.K. industry.

This persistent suggestion, together with the fall in U.K. interest rates, has been one of the main factors contributing to the weakness of sterling. In the past week alone the effective rate has dropped from a 22.5 per cent depreciation, and over the last fortnight since the Budget it has lost a full 1.4 per cent.

The relatively modest amount of intervention undertaken by the Bank of England to steady the rate recently has not had a serious impact on the reserve figures. During April, the official reserves increased by \$15m. to \$7,136m. (or by £6m. to £3,036m. at the end-month exchange rate).

This rise, following a \$53m. increase in March, was more than accounted for by an inflow of \$36m. (£15m.) as a result of public sector borrowings under the exchange cover schemes—this was a loan by the European Coal and Steel Community to the National Coal Board.

Continued on Back Page

Steelmen offered 'lay-offs or sack'

By Harold Bolter, Industrial Editor

TRADE UNIONS representing the British Steel Corporation's 120,000 employees will be offered a straight choice on Monday between the suspension of the guaranteed working week agreement and the suspension of the right to be offered a new job.

Mr. Scholey will lead the Corporation's management team in discussions with the TUC steel committee members.

Later on Monday, TUC steel committee members will meet Mr. Anthony Wedgwood Benn, Secretary for Industry, for further talks on the Corporation's proposals for a substantial reduction in manning levels.

The meeting between management and unions is likely to be stormy. The unions have already rejected a request for the temporary suspension of the guaranteed week.

Other ways

If it was rejected again, BSC would have to try to deal with the situation in the industry in other ways, Mr. Scholey said during a visit to Sheffield. A rejection would tend to push the Corporation towards redundancies.

Under the guaranteed week arrangement BSC employees are paid at least 80 per cent of normal earnings, irrespective of production levels.

Mr. Scholey, retiring general secretary of the Iron and Steel Trades Confederation and chairman of the TUC steel committee, said last night that there was no provision in the agreement for the suspension of the guaranteed week. Therefore, the agreement would not be suspended.

Equally the Corporation's talk of redundancies affecting as many as 20,000 people made no sense in the context of the report by Lord Besswick, Minister for Industry, on steel closures, which provided for at least a temporary reprieve of up to four years for 13,000 jobs in England and Wales.

Sir David will not be at either of Monday's meetings. He will be "otherwise engaged".

Sir Monty defended, Page 18

Loyalists set to challenge Ulster plan

BY DOMINICK J. COYLE BELFAST, May 2

ULSTER'S Loyalist politicians, having secured a strong endorsement in yesterday's constitutional convention elections, are preparing to throw down a direct challenge to the British Government's outline proposals for a new power-sharing administration in the Province.

The counting of votes cast under the proportional representation system will continue well into tomorrow but it was apparent that the three Protestant parties making up the United Ulster Unionist Council would have a comfortable overall majority in the 78-seat convention.

The task assigned to the convention by the Government is to try to reach agreement on a form of regional administration which will command "wide spread acceptance" in the Ulster community as a whole, but the UUUC leaders made it clear in their election manifesto—and re-affirmed it to-night—that they were not prepared to share power in government with representatives of the predominantly Roman Catholic Social Democratic and Labour Party.

The UUUC has certainly come out of the election with an impressive feat, perhaps, in face of the Provisional Sinn Féin campaign for Roman Catholics to boycott the election. There was also a great deal of Provisional Sinn Féin intimidation of Roman Catholic voters, particularly in rural areas. The final SDLP strength will probably be 19/20 convention seats.

The Unionist Party of Northern Ireland, the remnants of the old and long-ruling Unionist Party of Mr. Brian Faulkner, the former Prime Minister, has done as badly as there were still doubts to-night as to whether Mr. Faulkner would secure a place in the convention.

The poll, at roughly 66 per cent of the total electorate, was low by Ulster standards, in part undoubtedly reflecting an understandable feeling of boredom with the electoral process by a people who had voted five times previously in the last two years.

Tories attack Government over Ryder report

BY JOHN BOURNE, LOBBY EDITOR

THE CONSERVATIVE onslaught on the Government's plans for British Leyland was launched yesterday by Mrs. Margaret Thatcher, the Party Leader, and Mr. Michael Heseltine, her spokesman for Industry. They condemned the Cabinet for too hastily accepting the recommendations of the Ryder Report. But they carefully refrained from saying whether Conservative MPs would vote against the Government Order authorising £50m. of immediate aid to the corporation, and a short Bill setting out the Government's long-term proposals for a majority National Enterprise Board shareholding.

This is believed to reflect some uncertainty in the "shadow" Cabinet about the political damage the Conservatives might suffer if they laid themselves open to the criticism of being ready, if necessary, to let British Leyland eventually collapse.

But Sir Keith Joseph, head of policy and research in the "shadow" Cabinet, treated the issue far more aggressively than his leader. He attacked Mr. Anthony Wedgwood Benn, the Industry Secretary, for the plans to rescue British Leyland. "This is the man who has never run a wheel and who thinks he can run British Leyland," he said. "His plan will encourage very inefficient workers to increase their wage claims and expect to be rescued with public money."

Sir Keith said Mr. Benn had forced the marriage of Leyland and Austin Morris which had led to the disaster and he now intended to reinforce failure with the taxpayers' money.

Mr. Heseltine, speaking at Woodcote, said neither the Ryder team nor the Government had been able to conduct the thorough long-term appraisal of the future of the motor industry in Britain which was needed to justify the strategy proposed for British Leyland.

"Indeed, the fact that the Government's Central Policy Review staff recently undertook such an assessment proves that the Ryder analysis and recommendations must rest on shaky foundations," said Mr. Heseltine.

The report failed to analyse the reasons for British Leyland's poor performance, and did not assess the contribution made by disputes, overmanning and un-rationalised plants to low levels of profitability and investment.

These plans must be spelt out in detail and contain firm undertakings from the workers to co-operate in the programme of rationalisation and radical improvement in productivity and industrial relations.

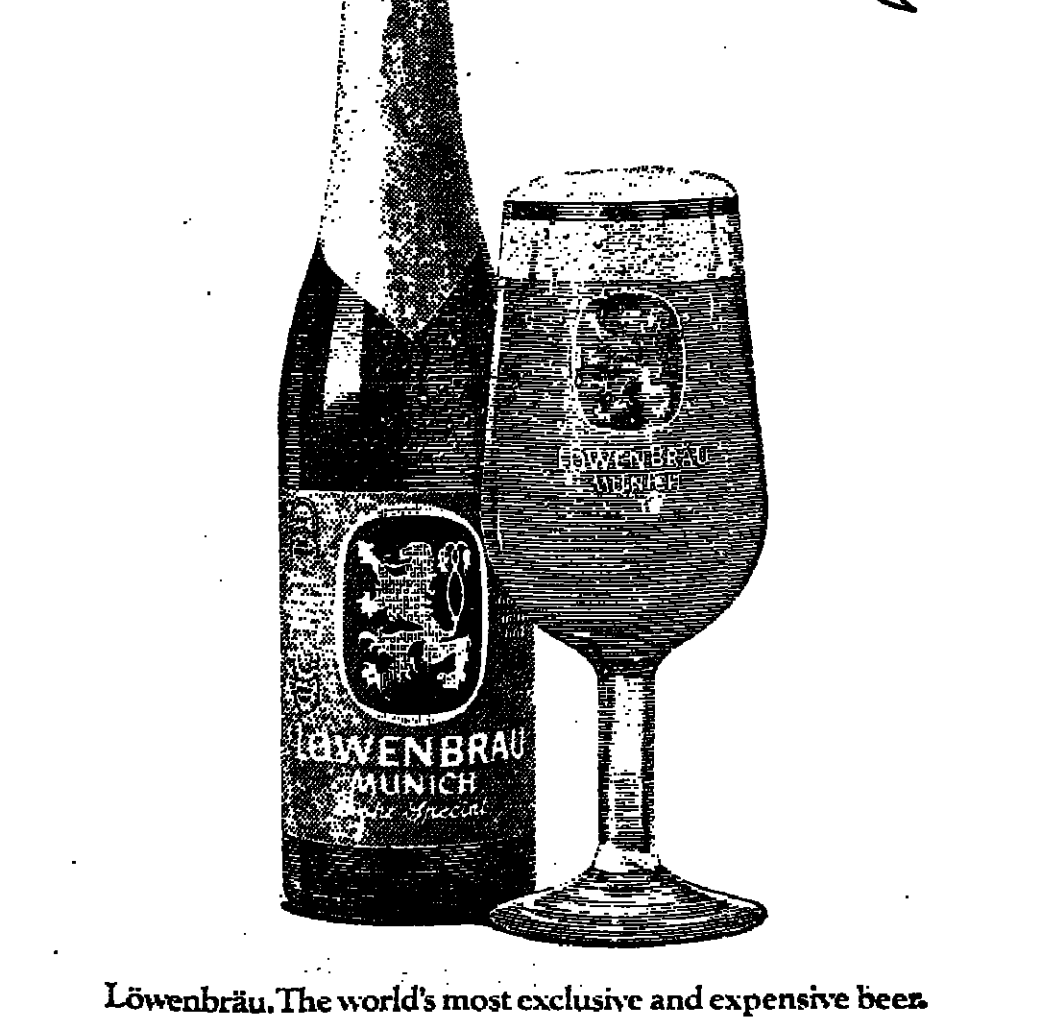
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"Grouse from your own moor tastes so much nicer don't you think?"

"My luxury is Löwenbräu."



Löwenbräu. The world's most exclusive and expensive beer.

PRICE CHANGES

Prices in pence unless otherwise indicated.

RISES	FALLS
h. Isles & Gen. 333 + 133	Treasury 10% 1979 571 - 1
ton Inv. 230 + 100	Albright & Wilson 53 - 5
Profile 54 + 6	Boots 268 - 5
Allman 44 + 4	Clarke Chapman 73 - 4
Metal 711 + 4	Eastwood (J.B.) 47 - 4
157 + 4	Finlay (James) 127 - 4
113 + 5	Hambro Bank 146 - 7
122 + 8	Hawker Siddeley 286 - 8
107 + 80	Lyons (J.) 148 - 8
Financial Tst. 400 + 70	Lloyds Bank 222 - 8
42 + 5	Northern Foods 69 - 3
134 + 6	Reynolds Parsons 37 - 4
210 + 12	Rush & Tomkins 174 - 6
59 + 50	Stock Conversion 154 - 6
430 + 50	Whesoe 31 - 12
100 + 15	Ventersport 850 - 30
38 + 18	

1st price indices and FT-Aquarius summary Page 173

The week in London and New York

Equity markets drift sideways

Wall Street came to life in mid-week but the news failed to penetrate into London where the pre-occupation with domestic worries has been intensifying. All eyes are still on sterling, the gilt market remains edgy and as a result equities have moved steadily sideways. On the week the Industrial (30 Share) index is 1.9 points lower at 330.7.

The week opened with fresh rises in short-term interest rates and by Tuesday the three month inter-bank rate had jumped no less than an eighth in seven days trading. The pressures have eased since but MLR rose yesterday and gilts were dull — despite what the Chancellor had to say about

the four main directors of Scotia and now controlling 60 per cent. of the company — is obliged to bid for the minority shares under Rule 34 of the Takeover Code. But the Scotia Board wants the rule waived because a bid would trigger the need for Scotia to repay at par £1m. of loan stock. It may, as the Scotia directors feel, be commercially sensible to stop a bid. But that would be detrimental to its minority members already highly borrowed — around £221,000. Scotia has a stormy past and this is not the first time it has been the subject of a Panel dispute. The present problem needs to be solved in a way that does not hurt Scotia minority shareholders.

property loans have been experienced by other banks. However, Brandts' property portfolio of some £90m, was exceptionally large in relation to its size.

In overcoming the setback, the latest in Brandts' not very happy recent history, the powerful backing of the Grindlays Bank group and its major shareholders, Lloyds Bank and First National City Bank, is vitally important. As part of the changes announced this week, Brandts is to be more closely integrated with its parent. One thing the Accepting Houses Committee does insist on in its members is complete independence of action. This does not prevent accepting houses from being owned by other groups — witness Samuel Montagu in the Midland group — but it does require them to be free to make their own decisions.

Brandts has therefore anticipated the probable pressure which would result from its moves and decided to withdraw the first such case since the Committee took on its present important role. The effect on Brandts should not be too significant. Meanwhile, Grindlays has still to complete the measures necessary to strengthen its subsidiary's management and its own balance

sheet after the setback. A priority is now capital — a sum of £15m. to £30m. is being considered, with the help of the two big shareholders. It has also to build up U.K. earnings in order to absorb Brandts' £11.6m. of tax losses.

Insurance (Composite)	% Rise
Property	+29.5
Insurance (Life)	+27.1
Oil	+25.4
Investment Trusts	+23.7
Stores	+22.1
All-Share Index	+17.7

THE WORST PERFORMERS % Fall	% Rise
Discount Houses	-4.1
Office Equipment	+1.3
Shipping	+1.3
Electronics, Radio & TV	+3.6
Electricals	+3.4
Toys & Games	+9.4

Brandts drops out of the AHC

Brandts has decided to leave the Accepting Houses Committee, the top echelon of the City's merchant banks — but not as a specific result of the £14m. bank has had to make against property loans and other activities. There is no rule which protects members from making mistakes (Anthony Gibbs has also announced a setback this week), and problems on

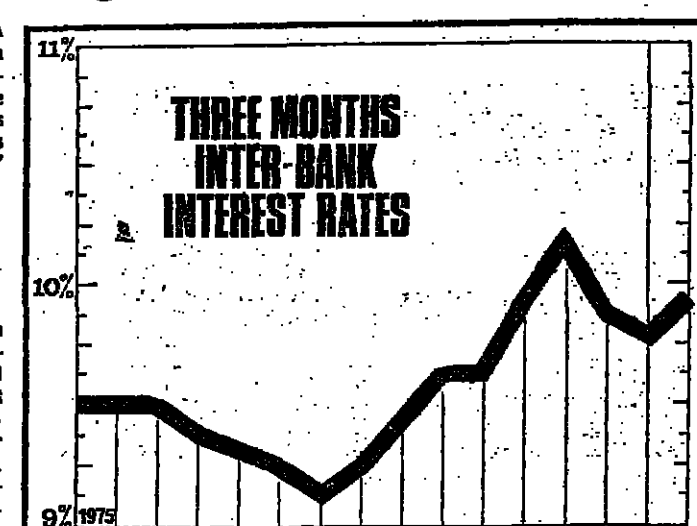
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Bid rejections go on mounting

In the bids arena it has been another week of all round rejection. Paterson Zochonis' initial disclosure of acceptances shows it to be a long way short of controlling Cussons and the offer is now extended until mid-May. Dowding and Mills and N. Greening have said no to their respective suitors while Midland-Yorkshire has been building still higher barricades against the bid from Croda International.

Dowding is pure plankton to General Electric of the U.S. where a £4m. cash bid compares with GE's annual sales of about £490m. But GE presumably wants a quick way into the North Sea electric and in this context a prospective exit p/e of, say, 8 for Dowding may not be the end of the matter. Greening will clearly be pointing to net worth of 39p in its efforts to ward off Johnson and Firth Brown's 20p cash offer for group



earnings mid-way through 1974-1975 were declining. Cussons, too, has had little to offer in terms of profits growth with a forecast of at least maintained returns this year. But the dividend has gone up from 1.5p to 4p net for a yield at 51p of 12.3 per cent. Presumably the Cussons family prefers income to capital gains; the PZ offer is presently worth 66p a share.

As for Midland-Yorkshire, its updated earnings projections emerge at £2.57m. pre-tax for 1974-75, and £3.2m. for 1975-76. Against this the cost to Croda of financing an £8.1m. cash alternative to the bid is about £1m. Croda is sitting on nearly 40 per cent of M-Y; the latter closed at 40 1/2 yesterday, or 23p below the worth of the share offer.

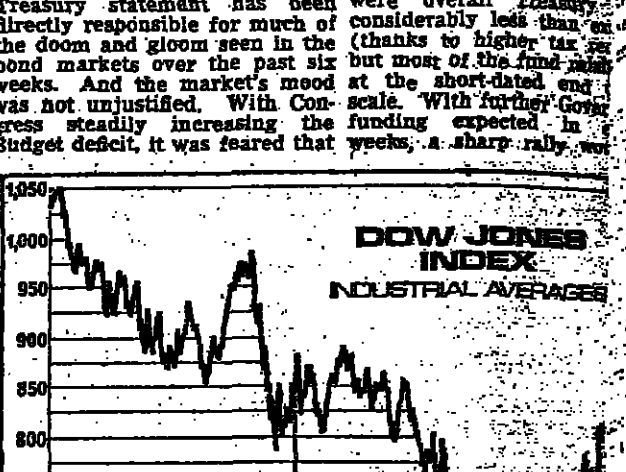
Basically bullis

BY JAY PALMER

WALL STREET was unable on Monday to sustain the upward surge sparked off at the end of last week. In a sense, though, a slight fall was not too surprising and it is a credit to the market's fundamental bullisness that the drop was limited to less than 9 points over Monday and Tuesday.

Very simply, the problem is that Wall Street this week has been almost totally preoccupied with two of its own internal problems. Worries over Thursday's Treasury announcement of an immediate Budget deficit of \$10.5 billion placed a pall over both bond and equity markets while equity traders were also depressed ahead of Wednesday's enforced switch to fully competitive commission rates.

In fact, the long-awaited Treasury statement has been directly responsible for much of the doom and gloom seen in the bond markets over the past few weeks. And the market's mood was not unjustified. With Congress steadily increasing the Budget deficit, it was feared that



DOW JONES INDUSTRIAL AVERAGE	
Date	Index
Mon.	110.00
Tues.	109.00
Wed.	108.00
Thurs.	107.00
Fri.	106.00

MARKET HIGHLIGHTS OF THE WEEK

	Price	Change	1975	1975	
	Yday	Week	High	Low	
F.T. Ind. Ord. Index	330.7	-1.9	355.5	146.0	Economic doubts blunt incentive
Allen Harvey & Ross	255	-45	400	190	Dearest money fears
Bank of Ireland	440	-40	480	180	Small selling ahead of results
Boots	248	+7	272	91	Results due May 15
British Dredging	23	-7	35	16	Poor results
Brit. Home Stores	354	+12	365	138	Good annual results
Brooks Group	57	+18	63	16	Bid talks with unnamed party
Gestetner "A"	148	-17	175	70	Lower int. profits? Rights offer
Greening (N.)	22 1/2	+6	22 1/2	7	Bid from Johnson & F. Brown
Hawker Siddeley	284	-22	338	135	Nationalisation uncertainties
Lamson Industri.	84	-13	101	56	Fall in first-quarter profits
Lyles (S.)	34	-17	62	31	Poor first-half figures
Martin-Black	97	+13	98	45	Profits advance/dividend forecast
Northgate Expl.	325	-40	375	200	Profit-taking after recent rise
Pearson Longman	88	+8	89	38	Second-half recovery trend
Park Farms	133	+13	133	61	Favourable Press mention
Rio Tinto-Zinc	194	+16	199	80	Overseas earnings attractions
Selection Trust	630	-35	635	322	Overseas earnings attractions
Trafalgar House	112	+12	122	23	Talk of a £100m. Iranian contract
Tube Inv.	274	+14	274	121	Persistent investment demand

MINES IN THE NEWS

Better times tomorrow

BY KENNETH MARSTON

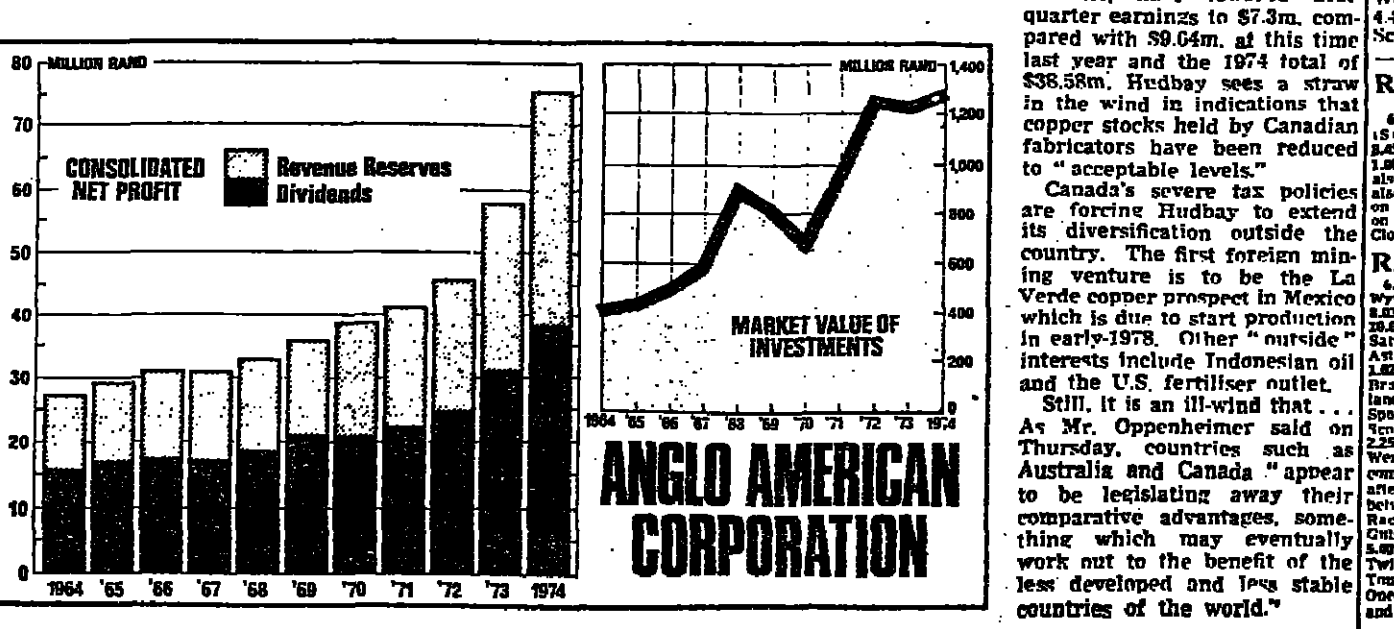
LOOKING AHEAD hopefully seems to be the general theme in the mining world at the moment, if only to take minds off the depressing state of most metal markets. Judging by the fact that share prices of the leading mining finance issues are standing close to their highs for the year, shareholders appear to be taking a similar philosophical view.

They may feel, with some justification, that in share markets it is often better to travel than to arrive. Certainly, the markets are for ever attempting to sniff out future prospects while the mining houses also live in the future to the extent that their existence depends on finding new deposits of minerals which will be needed to replace those now being mined.

Anglo's search

Thus the section of Anglo American Corporation's 1974 annual report that has been read with particular interest this week has been the one devoted to exploration. While the world's biggest mining house has continued to seek out all minerals, it has placed more emphasis during the past year on coal and gold.

The increased tempo of coal prospecting is an obvious move in the light of the world energy



Anglo American Corporation

Still, it is an ill-wind that... As Mr. Oppenheimer said on Thursday, countries such as Australia and Canada "appear to be legislating away their comparative advantages, something which may eventually work out to the benefit of the less developed and less stable countries of the world."

Nationalisation guidelines

Shareholders in British Leyland were left in no doubt last week about what they would receive from the Government under its takeover plans, but the picture for the aircraft and shipbuilding companies is not so clear. The Bill to nationalise these sectors, published on Thursday, sticks to the formula of compensating on the basis of the average value of share

TV Radio

† Indicates programme in black and white.

BBC 1

9.00 a.m. Barnaby. 9.15 Lassie's Rescue Rangers. 9.35 Why Don't You. 10.00 Homes from Home. 10.25 Konaite. 10.50 Laurel and Hardy in "Any Old Port". 11.10 Weather.

11.15 Cup Final Grandstand from the Empire Stadium, Wembley. 11.15 Cup Final Morning. 11.30 International Gymnastics. 12.00 Moore Glory. 12.15 p.m. Meet the Teams. 12.45 Cup Final Knockout. 1.35 Goal of the Season. 1.45 Live from Wembley. 2.15 The Footballers' Mile. 2.50 Presentation of the Teams to the Duke of Kent. 3.00 FA Cup Final. 3.45 West Ham United. 3.45 Half-time marching display. 3.55 The FA Cup Final (second half). 4.45 Presentation of the Cup and Medals by the Duke of Kent. 4.50 Meet the Winners. 5.05 Final Score including news of the Scottish Cup Final between Arbroath and Celtic.

5.10 Boss Cat. 5.35 News. 5.45 Sport/Regional News. 5.55 Dixon of Dock Green. 7.05 Saturday Night at the Movies. "The Naked Jungle", starring Charlton Heston. 8.40 Look-Mike Yarwood. 9.10 Cannon. 10.00 News. 10.10 Cup Final Match of the Day. 10.15 The Life. 11.10 Storyteller: Donald Donnelly tells "The Fawn Pup" by Brian Fred.

All Regions as BBC 1 except at the following times:—

Wales—9.35-10.00 a.m. Telford. Scotland—11.00-11.40 a.m. Feathers and Fur. 11.40-1.05 p.m. Buffalo Bill, starring Joel McCrea. 1.05-5.10 Sportstrel Special including the Scottish Cup "Meet the Teams", Celtic and Arbroath; Snooker: Scotland v Ireland; European Championship Volleyball: Open Goal; Film of the 1974 Open Championship at Royal Lytham St. Anne's; and throughout the afternoon, news, reports and highlights from Hampden Park, Glasgow, and Wembley Stadium including at 2.40 the Presentation of the Scottish Cup. 10.10-11.10 Cup Final.

BBC 2

7.40 a.m. Open University. 3.00 p.m. Saturday Cinema: "Desiree", starring Marlon Brando and Jean Simmons. 6.20 Westminster. 6.50 News and Sport. 7.05 Sing Country: Stars from Nashville. 7.45 Rugby Special: The Middlesex Sevens. 8.20 The Girl of Slender Means. 9.10 World Spark, part 1. 9.10 2nd House. 10.50 Network. 11.20 News on 2. 11.25 Film Night. 11.55 Midweek Movie: "A Man About the House", starring Margaret Johnston.

ITV

5.55 a.m. Cricket in the Middle. 9.20 Play Guitar. 9.50 Junior Police File. 10.05 Tarzan. 11.00 World of Sport: 11.10 Football Crazy with Ed Stewart and Gary Glitter and Bill Oddie. 11.40 It's Goals That Count. 12.00 Freddie Starr. 12.05 p.m. Wrestling. 12.50 News from ITV. 1.25 Australian Rules. 1.50 Freddie Starr Again! 1.55 Soccer Superstars Alan Mullery and Trevor Brooking introduce their team-mates. 1.55 Camera Half-time. 2.00 Football Comment with Kevin Keegan and Malcolm Macdonald. 2.00 Racing from Newmarket—2.15 2.00 Guineas Stakes. 2.25 The Wembley Picture with Brian Moore. 2.50 Presentation of the Teams to the Duke of Kent. 3.00 Kick Off. 3.45 Half-time. 4.40 The Final Whistle. 4.55 The Teams Talk. 5.05 Final Round-up. 5.10 Carlton Time. 5.30 News. 5.40 New Faces. 6.40 The Adventure Film: "The Kings' Pirate", starring Bill St. John and Guy Stockwell. 8.10 Sale of the Century. 8.40 Thriller. 10.00 Tarbock—And All That! 10.30 News.

Radio 1

6.30 a.m. As Radio 2. 8.00 Ed Stewart. 9.00 Dr. Williams' Pink Pills. 9.15 The Young Choice. 9.45 Headline Sports. 10.00 Radio. 1.00 a.m. Jeff Lynne and the Move. 1.30 a.m. John Peel. 1.45 a.m. In Concert. 1.50 a.m. As Radio 2. 2.15 a.m. As Radio 2. 2.30 a.m. As Radio 2.

Radio 2

1.00 a.m. News Summary. 1.15 Dr. Williams' Pink Pills. 1.30 The Young Choice. 1.45 Headline Sports. 1.55 Radio. 2.00 a.m. As Radio 1. 2.15 a.m. As Radio 1. 2.30 a.m. As Radio 1. 2.45 a.m. As Radio 1. 2.55 a.m. As Radio 1. 3.00 a.m. As Radio 1. 3.15 a.m. As Radio 1. 3.30 a.m. As Radio 1. 3.45 a.m. As Radio 1. 3.55 a.m. As Radio 1. 4.00 a.m. As Radio 1. 4.15 a.m. As Radio 1. 4.30 a.m. As Radio 1. 4.45 a.m. As Radio 1. 4.55 a.m. As Radio 1. 5.00 a.m. As Radio 1. 5.15 a.m. As Radio 1. 5.30 a.m. As Radio 1. 5.45 a.m. As Radio 1. 5.55 a.m. As Radio 1. 6.00 a.m. As Radio 1. 6.15 a.m. As Radio 1. 6.30 a.m. As Radio 1. 6.45 a.m. As Radio 1. 6.55 a.m. As Radio 1. 7.00 a.m. As Radio 1. 7.15 a.m. As Radio 1. 7.30 a.m. As Radio 1. 7.45 a.m. As Radio 1. 7.55 a.m. As Radio 1. 8.00 a.m. As Radio 1. 8.15 a.m. As Radio 1. 8.30 a.m. As Radio 1. 8.45 a.m. As Radio 1. 8.55 a.m. As Radio 1. 9.00 a.m. As Radio 1. 9.15 a.m. As Radio 1. 9.30 a.m. As Radio 1. 9.45 a.m. As Radio 1. 9.55 a.m. As Radio 1. 10.00 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Your savings and investments

Stockbrokers and the banks

BY CHRISTOPHER HILL

MONTHS AGO I wrote on the subject of the "new" stock exchange business. The new business was supposed to be a clearing bank, a bank which would take the place of the stock exchange and provide a service to the public. It was supposed to be a bank which would take the place of the stock exchange and provide a service to the public. It was supposed to be a bank which would take the place of the stock exchange and provide a service to the public.

But the banks are becoming providers of "personal financial services". It might be time to revise this committee. The new business was supposed to be a clearing bank, a bank which would take the place of the stock exchange and provide a service to the public. It was supposed to be a bank which would take the place of the stock exchange and provide a service to the public.

Life commissions

BY ERIC SHORT

IT APPEARS that the life insurance industry is having second thoughts on its proposals to change the method of paying commission on life assurance contracts. Following recent discussions of the life companies and the various brokers' organisations, two alternative commission scales have been suggested for consideration by the broker.

The new scales take the emphasis away from the short-term business, compared with the original flat rate proposal and again pay more for the long-term contracts. But the rates for whole life business do not stand out like a sore thumb, as they do under the present system. An attraction of either of the new proposals is that it makes the selling of with-profit contracts more worthwhile.

ANNUAL PREMIUM £100 - COMMISSION PAYABLE		Old		New	
		(a)	(b)	(1)	(2)
10 years	23	22	19	18	20
15 years	27	25	22	20	23
20 years	34	32	29	26	30
25 years	41	38	35	32	37
30 years	48	45	42	39	44
Whole Life	196	182	168	154	170

Encouragement to take up rights issues

BY CHRISTOPHER HILL AND ERIC SHORT

IT SEEMS only a short while ago that even the bravest investors were thinking of selling their devalued shares and to contemplate large-scale "rights" issues was not even a possibility. But the rise in the U.K. stock market, coupled with the realisation that a stock shortage existed once buying began, has produced a steady stream of rights issues—38 since the beginning of the year amounting to £363.1.

Most have been readily taken up and, with the continued rise in the market, investors have profited from the issues, as listed in the table supplied by Moore and Company, Govett including our own price calculations. But what is particularly interesting is that not only are institutions taking up their entitlements but individual investors are also weighing in according to the information we have obtained from stockbrokers, merchant banks and portfolio managers—some acting on a discretionary basis.

The main reason for this is inevitably that most professional advisers now seem to be of the opinion that the stock market is in an upturn—and they make no bones that rights issues would go to discounts if the market suffered a sustained setback. So one now hears the view that rights issues are a way of picking up cheap stock and comments like: "You can't fight the tape"—with hardly additions such as: "It depends of course on the premium, yield and whether we like the company—and if we like the company we already hold it."

whether rights issues were justified at all because of the dilution of earnings. Until this year rights issues generally seemed a way to lose money as companies issued more stock on the back of rosy prospects which seemed never to materialise.

private investors gain no benefit from this because of their tax position, but as a defensive quality in the event of a market setback.

The change of attitude to rights issues is also influenced by the fact that many private clients were fairly liquid at the end of the year and had money to spare to take up their holdings. This is not a fundamental reason, but it does help, for most brokers and other advisers do not favour selling other shares to take up rights unless the amounts are large. This is due to the commission costs.

Investors who lack cash can also sell enough rights to take up the balance of their entitlement. Brokers especially are conscious of the fact that many individuals feel a bit of an obligation to take up rights and discretionary managers like to maintain a client's effective holding in a company—which keeps the balance of the portfolio on an even keel.

So most brokers are being kept pretty busy sending out circulars advising clients what to do with the allotment letters that keep arriving. This mainly takes the form of advising a specific course i.e. sell the rights; sell sufficient to take up remainder of stock; or take up the rights, and there is usually a bit of spicing about the prospects of the company, etc.

Issues are judged on their individual merits, but at the moment there is a tendency to come down on the side of taking up stock if money is available. Brokers were mostly reticent about which issues they had advised investors to sell—and even when this is the case there is a natural inclination to make it a "hold" recommendation for existing stock.

Among the issues which went down well with brokers were GKN, GRE, Midland Bank and Sun Alliance. But there were few violent objections and one might be forgiven for suspecting that in brokers' eyes there are now no bad right issues—only some are better than others.

RIGHTS ISSUES		Adjusted Price		Price	
Company	Net Proceeds £m (approx.)	Date of Rights	£	May 1	P.
Commercial Union	42.2	7	76	169	
Chloride	7.3	48	41	96	
Ranks Hovis McDougall	16.0	38.4	41	96	
Wedgewood	3.2	108.2	157	270	
Midland Bank	52.0	231.4	122	197	
Bridon	2.5	96.2	40	80	
Skeddy	0.7	48.5	40	80	
Dunelm Cremerium	0.1	(—)	(—)	(—)	
Rio Tinto Zinc	33.0	159.7	188	330	
EMI	15.0	108	153	270	
Steeley	6.8	110	112	197	
GRE	31.4	158	167	300	
Unigate	12.5	46.9	46.5	85	
Croda Int.	4.5	41.5	61	112	
Barratt Dev.	2.8	76.5	98	174	
Bestobell	2.7	112	112	200	
Cons. Goldfields	21.0	230	256	460	
Comfint Eng.	1.5	29.5	30	55	
Donald Macpherson Gp.	0.7	29.7	32	60	
Tube Investments	11.8	225	272	480	
Slough Estates	5.5	(—)	(—)	(—)	
Spirax-Sarco Engineering	1.5	94.2	108	197	
Yorkshire Chemicalist	3.2	(—)	(—)	(—)	
Rolls-Royce Motors	2.0	45.2	54	96	
Paling Cons.	4.0	40	50	90	
GKN	24.5	217.5	235	420	
Associated Biscuits	2.8	39.7	55	100	
Morgan Crucible	4.9	77.6	86	156	
Fothergill & Harvey	0.7	62.8	76	138	
Aurora	5.1	12.2	12.0	216	
Manbre & Garton	0.3	124.1	134	240	
Western Select. & Dev.	0.4	26.8	35.0	63	
Delta Metal	12.2	72.5	67.5	126	
Root Harvesters	0.2	28.6	35.0	63	
Simon Engineering	3.7	114.2	118	216	
Ash & Lacy	0.5	116	119	216	
N. Atlantic Secs. Corp.	2.2	(—)	(—)	(—)	
Sun Alliance	37.5	384.2	435	780	
Martin Black	0.9	77.0	88	162	
Gesteiner Holdings	10.8	(—)	(—)	(—)	
Marshall's Universal	0.9	129.4	160	288	
Loan Stock Issues					

INSURANCE BROKERS

BY TERRY GARRETT

High prospects and low yields

FOR MANY investors the search of a depressed U.K. economy continues for a sector not only in this respect insurance brokers with a high measure of overseas at the bill.

As a financial group this was not out of line, and since the upturn in the market the sector has shown relative strength, currently standing at 165 per cent above the 1975 low and around 10 points above the advance for financials and 30 points above that of the overall market.

There are a number of reasons why brokers' prospects look so good now. Firstly, although brokers are not totally isolated from industrial conditions, a fall in industrial output will not cause a directly proportionate fall in insurance needs. Further, as inflation swells the value of insurance, the brokers' commissions rise in line.

Brokers are a traditional hedge against a fall in the relative value of sterling. It could well be that this year the benefit arising out of exchange rate gains will compensate for the inflationary pressures on U.K. expenses. Also the current trend of an increasing amount of business to come to London is a bull point, although both the marine and aviation markets remain unexciting.

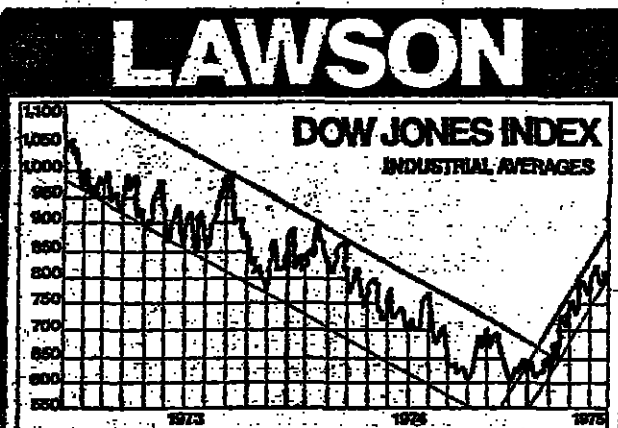
The increasing flow of business into London mainly results from a lowering of capacity in the North American market. After an influx of companies into the underwriting field in North America during 1973-74 competition has been caught out, beaten up, and premium rates were cut. This action led to losses for some underwriters and in consequence they have trimmed back their involvement. On the other hand the profits from Lloyd's underwriting (relating to the 1972 account) coming in this year will probably be down, as 1971 was a peak year and cost pressures and strong competition leading to premium rate cutting have since eroded profitability. The decline in the level of investment income the brokers enjoy, although to some extent higher premium basis.

For size Alexander Howden and Sedgwick Forbes, both capitalised at over £55m, lead the market. Howden has turned in a very impressive performance over the past few years, and outside estimates are going for above average earnings growth. To a certain extent the share price has been held back by Howden's underwriting commitment, but this year the shares have led the sector despite the below average yield.

Sedgwick, meanwhile, has fallen from grace, with rather disappointing profits for 1974 showing only a 15 per cent. increase in revenue. The office moves could cause some temporary problems, and some outsiders are expecting an earnings slip in 1975, hence a yield which is more than a point above average.

Minet with 80 per cent. of its revenue from overseas is a traditional sector leader, but the 1974 results fell short of market expectations, but even so the rating remains very high with a yield of under 2½ per cent. The chairman's statement pointed to good growth from broking this year, and outside estimates are going for a modest improvement in earnings.

Stenhouse—one of the sector's high yielders has been criticised on its venture into property and the balance sheet has suffered. Nevertheless, it is interesting to see a recovery situation. Matthews Wrightson has been caught out by agricultural land and this week reported a £1.1m. write-off which left the annual profits 14 per cent lower and the shares yielding among the highest. Elsewhere Leslie and Godwin, Hogg Robinson and C. E. Heath are showing about average yields. Leslie surprised the market last week with pre-tax profits higher by a quarter, while Fraser Ansbacher's holding in Heath adds a speculative appeal. So, where investment appeal is over, earnings, the sector shows up well but the stocks have little appeal on a straight income basis.



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Finance and the family

Appeal against a rate

BY OUR LEGAL STAFF

I moved into my newly built house in July 1973 and did not receive a rating valuation from the local authority until March 28, 1974. I appealed against this valuation and the appeal is still on foot. On February 14, 1975 I received a rate demand for £521 being made up of £184 from July 3, 1973 to April 1974 and then £337 from April 1974 to April 1975. I have heard that if a local authority has failed to demand the rate during the rating year in progress, then they cannot claim this at a later date. If this is so, then I would not be liable for the former sum. Is this correct? Also, do I need to pay anything at all at present as my appeal has still not been heard?

The rate is payable as soon as it has been made (for example, approved by the council), and published. It is only the enforcement of payment by distress which is conditional upon a proper demand note having been served. However, the courts have held that a demand note may be served after the expiry of the period of the rate which is demanded. It seems, therefore, that the £184 has been properly demanded (if it was in the form of a formal demand note). The rates are payable and you will be entitled to a refund if your rateable value is eventually reduced.

Delay by an accountant

My mother died intestate sixteen months ago leaving me next of kin. Her estate is small and uncomplicated. However, the Edinburgh chartered accountant who is winding up the estate keeps putting me off finalising documents without a concrete reason. Can I sue for depreciation of estate, which consists mainly of Government Stock and Local Authority Bonds?

Although extreme delay in acting on the part of a professional adviser may give grounds of an action for the resulting loss we would doubt whether the circumstances you have described give rise to grounds of an action. Such an action would require to be based on the accountant's "gross negligence" and although a delay of sixteen

months for winding up a small estate appears to be excessive in normal circumstances, it would not be actionable in law.

We suggest your best remedy is to contact the Institute of Chartered Accountants of Scotland, 27, Queen Street, Edinburgh, and ask them to take the matter up on your behalf with the accountant concerned.

Value of a reversion

My son recently bought a house by way of an underlease, and in the head lease there is a clause to the effect that the lessee shall pay the lessor either (a) sixteen times the rent reserved by the underlease or (b) the sale price of the house, if the underlessee exercises his right to buy under the leasehold Reform Act. How does this affect the position of my son as a buyer?

The clause which you cite from the head lease may be effective as a matter of contract between the head lessor and head lessee. It does not bind or directly affect the underlessee. The value of the freehold reversion falls to be calculated in accordance with the provisions of the statute—if that proves to be less than the sum which the head-lessee has contracted to pay the headlessor, that is no concern of the underlessee. However, on current methods of valuation applied in the Lands Tribunal the price determined for the purpose of the Leasehold Reform Act 1967 is likely to be sufficient to enable the contract in the headlease to be discharged out of the purchase money.

Claim for a tank leak

I bought a house from a Development Corporation, one of a number of houses in which several neighbours had trouble with their water tanks which leaked. I pointed out soon after occupation that mine looked as though it was going to develop a leak, but the Corporation simply replied it was not leaking. Later it did develop a leak and I received a bill for £40 for its repair.

The dominant owner of an easement (that is the user of a right-of-way) is NOT automatically bound to share in the cost of upkeep. However, that aspect can easily be provided for by an express provision in the deed creating the right-of-way that the grantee shall contribute a specified proportion of the cost of maintenance, repair and cleansing of the roadway (and of any drains

on the grounds that the Corporation certificate only lasted for 6 months. What please is my position?

Since the tank was pointed out to the Corporation as being defective within the 6 months period—although the defect had not then produced a leak—we think that you would stand a reasonable chance of succeeding in a claim against the Corporation under the certificate. You may find that the small claims procedure in the County Court would be an effective means of procuring the Corporation to reconsider its obligation.

An overseas pension

I am in receipt of an overseas pension, which hitherto has been remitted to a bank account in the Channel Islands. Is there now any advantage in this tax-wise?

As from 1974/75 your overseas pension will be subject to U.K. income tax, less a deduction of 10 per cent. (unless you are not domiciled in the U.K. or, being a British subject or Eire citizen are not ordinarily resident in the U.K.—such persons being liable to U.K. tax on their remittances out of pensions only).

Upkeep of right-of-way

If we grant a right-of-way over an unmade road we own to a field, which we may eventually sell for building plots, will the right-of-way users automatically share the cost of the upkeep of this access road? Shall we be liable to land development tax?

The dominant owner of an easement (that is the user of a right-of-way) is NOT automatically bound to share in the cost of upkeep. However, that aspect can easily be provided for by an express provision in the deed creating the right-of-way that the grantee shall contribute a specified proportion of the cost of maintenance, repair and cleansing of the roadway (and of any drains

or sewers, if appropriate). It is likely that there would be development tax on the sale of the field as building plots.

Injury from a ladder

If I lend my neighbour my ladder, and while in use by him, somebody is injured, could I be held responsible? A claim could be made against you if you were negligent, that is if you know of a defect in the ladder or of its unsuitability for a particular use to which you knew it was going to be put. However, on making such a loan you can always disclaim responsibility by stating that you cannot vouch for the ladder's condition or for its suitability for the job for which it is to be used.

Maintenance of streets

Does the local authority have a statutory obligation to keep roads and pathways clean and drains clear? What remedy have I if they do not?

Section 44 of the Highways Act, 1959 imposes on the highway authority a duty to maintain those streets which are highways; and Section 59 provides for enforcement by your first serving a formal notice on the authority stating that the road in question is a highway and requiring the authority to state whether it admits that it is a highway and that the authority is liable to maintain it. You can then apply to the court for an order that the authority carry out the repairs according to the timetable prescribed in that section.

Protection of a pond

I appeared before the Commissioner of Common Lands in connection with a claim to a pond which I say is mine but the Council has registered as common land. The Commissioner mentioned at the hearing that the Council

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

It now has the "protection" of the pond. What, please, does this mean? How do I now stand?

If you are not seeking to make any active use of the pond (for example, fishing it) there is no reason why you should be adversely affected by the Commissioner's finding. It would appear that the finding was intended to state that the pond is held by the local authority within its powers and obligations under Section 9 of the Countryside Act 1968; but you should seek clarification of this.

'Sleeping policemen'

I live in a private road, as to which the residents recently applied to the local authority to install "sleeping policemen" to slow down fast through traffic. This was refused. Do we need planning permission? If not, and we go ahead, could the authority take action against us?

You can appeal the refusal of planning permission, or you can risk carrying out the works so that the local authority would have to face the prospect of adverse publicity if it sought to serve enforcement orders (as highway authority) to obtain injunctions for the removal of the ramps. It seems that the ramps do not come within Class LX of the General Development Order and would therefore require planning permission.

Increasing a farm rent

My brother and myself were left a tenanted farm by my father who died 25 years ago. The rent never seems to have been increased. Is there anything we can do about it?

You can serve a notice under Section 8 of the Agricultural Holdings Act, 1948 requiring arbitration as to the rent to be payable from the date when the tenancy would (but for the statute) have been determined by notice to quit. This will secure you a more suitable rent.

Insurance

A problem for tenant and landlord

BY JOHN PHILIP

THIS WEEK I have had put to me what must be from time to time a problem for many readers—as between landlord and tenant, who should arrange the insurance on the property, for what sum, and with which insurer? In practice it is only half an answer to say to the landlord taking out insurance, two parties concerned "decide on what you want to say and get interest."

I emphasise, for his own interest, for both landlord and tenant each have a separate interest in the preservation of the property. So where the insurance clause in the lease does not specify insurance in the joint names, and each party has arranged his own cover, if the property is destroyed or damaged, the question quickly arises—whose insurers should pay?

Unfortunately in this country we do not have a standard form of tenancy agreement, still less do we have any standard wordings for insurance clauses to be used in such agreements. There are wide differences of opinion among lawyers, and their landlord and tenant clients, as to the extent and burden of such clauses; so the eventual shape of the particular clause depends in part on the attitude of the lawyer, on the relative bargaining strengths and prejudices of the parties, perhaps also on the custom of the locality and the length of the lease.

So when a new lease is being arranged both sides must give clear thought to what the insurance clause should provide; and when an existing lease is being transferred, the transferee, be he landlord or tenant, should make certain what insurance rights he is receiving and what insurance liabilities he is incurring.

Some old leases impose on the tenant only the duty to keep the property in good repair, without imposing any insurance obligation whatever on the tenant—but even so it may still be prudent for the tenant to buy cover to protect his own interest in the event of damage or destruction.

On the other hand, many modern leases impose on the tenant an obligation to insure, detailing the perils to be covered, the sum to be insured,

and if not stating the identity of the insurer, then stipulating that it must be one acceptable to the landlord; the clause may go further and require insurance in joint names of landlord and tenant—but if not, then there may be a case for the half an answer to say to the landlord taking out insurance, two parties concerned "decide on what you want to say and get interest."

I emphasise, for his own interest, for both landlord and tenant each have a separate interest in the preservation of the property. So where the insurance clause in the lease does not specify insurance in the joint names, and each party has arranged his own cover, if the property is destroyed or damaged, the question quickly arises—whose insurers should pay?

Prerequisites

At first sight it might seem that the long-established law of contribution should operate, to make both insurers share the cost; but contribution between insurers rests on three prerequisites—each policy must cover the same interest in the same property against the same peril. Because the interests of landlord and tenant are clearly different, the first of these prerequisites is missing and so there is no legal obligation on the two insurers to contribute.

This being so, insurers practice is to require production of the lease, and to try to deduce from the insurance clause whose is the liability, the landlord's or the tenant's, to insure: where this prime liability, as insurers call it, can be ascertained, the claim normally is handled by the appropriate insurer, subject always to the sum for which the property has been insured, any condition of average that applies and so on.

If the lease is silent, or the insurance clause ambiguous, then the respective insurers on a joint names policy and must eventually come to some arrangement, because it is sum insured—so that the arduous task of having taken, premium, if of trouble are eliminated at outset.

It is essential for the tenant to keep the sum insured in line with present day reconstruction costs—particularly in consequence of the clause in the lease.

Suppose the tenant is required to insure for the reconstruction cost of his property and this is £275,000; suppose also that the tenant has not revised his sum insured so that it stands at £250,000; the property is totally destroyed; he will be personally liable for the difference; if the property is damaged and repaired he will be liable for the shortfall on cover after any condition of average has been applied; liability will stem from the tenant's failure to ensure that the landlord has arranged in advance on his own account to be fully entitled to the sum of sufficient substance in worth suing.

Sometimes it happens, when the insurance is not in the joint names, that the party who wants to apply it for reconstruction. In England Wales a 200-year-old house, the Prevention Metropolitan Act, in section 83 permits one of the lease to serve notice on the other party's insurer requiring them to "cause insurance money to be paid towards rebuilding." One must have this notice, insurers not just assess the damage, make a cash payment to policyholder, leaving him to what he likes with the money they must ensure it is properly used. This Act does not apply in Scotland.

Joint policy

Having said all this I think it is clear that the best course, landlord and tenant is to agree a joint names policy, and to have an annual mutual review of arrangement, because it is sum insured—so that the arduous task of having taken, premium, if of trouble are eliminated at outset.

TAXATION AND THE INVESTOR

Some points from the Finance Bill

BY JOHN CHOWN, TAXATION CORRESPONDENT

THE FINANCE (No. 2) BILL, giving effect to the Budget proposals was published during the week. I discussed the main proposals in my last article and today want to concentrate on some of the technical points, particularly those of interest to the investor.

First two measures which are not included in the Finance Bill. There is no proposal to reimpose the charge to capital gains tax arising on death. And there is no proposal to aggregate investment income of minor children with their parents' (income is of course aggregated in the capital derived from parents).

The Chancellor is on record as having threatened to impose these two measures but he has not done so yet.

The rules designed to check "bed and breakfast" operations by companies, and "double-banking" operations by individuals in Government securities, are spelt out. I explained these procedures in my last article. As I expected, in both cases where the same securities are repurchased within a month or six months if the transaction is otherwise than through a stock exchange or through ARIEL, the being entitled to cash dividends, the repurchase and no loss will be allowed.

be allowable on the original transactions will still be permitted for individuals, presumably on the grounds that these typically merely postpone rather than avoid capital gains tax.

Script Dividend Options: Script issues by companies resident in the U.K. will be taxed as dividends in two sets of circumstances. Otherwise normal script issues will not be taxed. In the article on Wednesday the word "not" was inadvertently omitted from a key sentence giving an impression that the reverse of the truth. The new legislation does not apply to any script issues made where the due date of issues preceded April 6, 1975.

The first situation in which tax due is where the shareholder is given an option to receive either cash or a script dividend. The legislation is carefully worded to prevent the obvious loopholes—for instance, this applies equally whether the script issue results from the exercise of an option to the second situation refers to bonus shares in companies where there are two (or more) classes of shares in issue, one class exchange or through ARIEL, the being entitled to cash dividends, the repurchase and no loss will be allowed.

tions made from April 6, 1975, giving right to the distributions were created before that date.

Although the practical effect of the provision may be to prevent the issue of such shares, the Bill goes into considerable detail as to the practical consequences.

A shareholder who receives a cash dividend of £55 is entitled to an imputation credit of £35. He is thus taxed as if he had received gross income of £100 but had paid £35 on account of tax. This £35 can be reclaimed where appropriate.

Under last year's rules (but using this year's rates for the sake of example) the recipient of a script issue would receive shares worth £55 and there would be no immediate tax consequences. However, this £55 would be taken into account in determining the capital gains tax liability when he eventually sold the shares.

A gross fund or a basic rate taxpayer would be clearly better off with the cash dividend rather than the script. A taxpayer paying tax at a marginal rate of 50 per cent. (that is basic rate plus investment income surcharge) would also be better off. The dividend would be paid £50 net to him while the script issue would be worth only £48.75 after capital gains tax at 25 per cent. Anyone in a higher tax bracket would benefit from the script. A sum of £55 after 50 per cent. capital gains tax is worth £48.75, while the net value of a cash dividend would be at the top rate of all be only £22.

Under the new rules there will be no benefit in receiving a script dividend and gross funds could be worse off. The shareholder will be taxed as if he had received "the appropriate amount in cash" which is either the net cash dividend he could have received or where this cannot be ascertained, the value of the shares issued to him. This is then grossed up to the basic rate of tax—in the examples shown the shareholder would receive shares worth £55 and would be deemed to have received income of £100. The basic rate of tax would be treated as having been paid, but cannot be reclaimed. The taxpayer in the 50 per cent. bracket would therefore pay £15 in tax.

However, the £55 will be treated as reducing the cost of the holding for capital gains tax purposes, thus avoiding double taxation. Thus, if the shares had cost him £1,000 and he receives £55 of scrip and eventually sold the shares (including the scrip issue) for a total of £1,200, he would, under the old rules, have been subject to capital gains tax on a gain of £200 as he would not be deemed to have been given any consideration for the

script issue. Now, having been taxed on scrip issue, its value is treated as "consideration" given for shares. The total cost of the shares is therefore £1,055, and the chargeable gain is £135.

Unit trusts and investment trusts: The rates of capital gains tax applying to unit trusts and investment trusts and to their unit holders and shareholders have been changed consequent on the change in the basic rate of tax. Unit trusts and investment trusts will themselves pay tax at 17 per cent. on realised gains. Shareholders and unit holders will be able to deduct 17 percentage points from their tax liability in connection with any sale of shares or units. For the basic rate taxpayer (subject to capital gains tax at half his rate of 35 per cent.) this will mean that there will continue to be no tax consequences from selling shares or units.

Capital gains tax relief for family businesses, etc.: When business assets, funds and historic houses pass from one generation to another there will, in principle, be a charge both to capital gains tax on any gain and to capital transfer tax on any transfer of value. The Finance Bill, certain substantial concessions were made and in this year's Budget the Chancellor announced that some of these concessions were to be extended to capital gains tax.

There are in fact three separate concessions. First, when a "working farmer" hands on a farm the value for capital transfer tax purposes was limited to 20 times the net agricultural rent, or 14 times the net agricultural rent in the case of farms in Northern Ireland, the Channel Islands and the Isle of Man. The same valuation will now be applied for capital gains tax purposes where the farm is transferred during the life of the donor.

Second, where a historic house is transferred by a gift or by disposal under a settlement, there will be no immediate liability to capital gains tax. The transfer will be treated as being at a value resulting in the transferor making neither gain nor loss. This means that on a sale by the transferee, capital gains tax will be calculated with reference to the original acquisition price (or valuation to capital gains tax purposes) of the transferor.

Third, the last Finance Act included provisions by which, in certain circumstances, capital transfer tax could be paid in either eight annual, or 16 semi-annual instalments. The eligible assets included assets used in a trade or business carried on personally, either alone or in partnership, by the transferor, shares in a company giving control of

quoted securities. Similar treatment was already afforded to capital gains tax except that the treatment did not extend to a controlling interest in a quoted company. This last case is now included in the concession. More significantly the CTT rule by which interest is not added on to the instalments to the extent to which the tax relates to the first £250,000 transferred is now extended to capital gains tax. This will materially reduce the effective liability where businesses are transferred from one generation to another.

Miscellaneous provisions: There are a number of other provisions which can directly affect the investor. First, the 1972 rules limiting the right to offset interest on money borrowed to purchase dated securities maturing in three years, have been extended to apply to trading companies. The anti-avoidance legislation relating to transfer of certificates on deposit has been amended to ensure that charities and pension funds (where inadvertently caught by the original legislation even though they were in general exempt from tax anyway) will not, after all, be taxed. This provision is backdated to 1973.

There are provisions designed to speed up the collection of tax. In particular the Revenue will be able to collect a part of the tax which is subject to appeal proceedings without waiting for the result of the appeal, although without, of course, removing the right of the taxpayer to reclaim from them should the appeal be so decided.

The date from which interest is calculated in the case of unpaid tax is brought forward and generally the circumstances in which interest may be calculated has been extended. On the other hand, where the Revenue do not make a repayment on the due date, interest at the rate of 9 per cent. (tax free) will be added to the amount due to the taxpayer so that, arguably, the changes are symmetrical.

CHESS SOLUTIONS
Solution to Position No. 60. White actually wins by 1 K-Q6, P-Q7; 2 K-B7, P-Q8 (Q); 3 R-R8 ch, P-R8; 4 P-N6 ch, K-R1; 5 P-N7 ch, K-R2; 6 P-N8 (Q) mate.
Solution to Problem No. 60. 1 N-R3. If 1...KxN; 2 R-K3, or if K-R4; 2 Q-Q1, or if K-B4; 2 N-K3.

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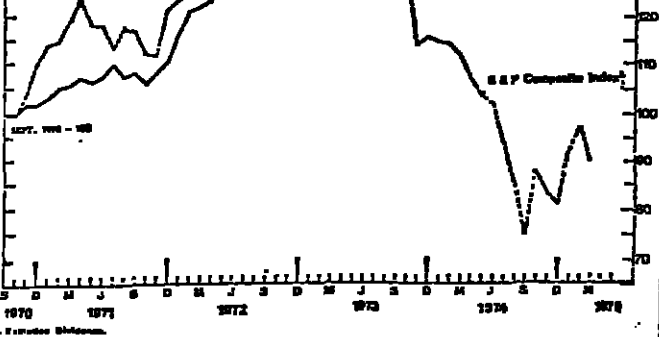
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The Interim Report for the 6 months to March 31st 1975 is available from: Free World Fund Limited, Butterfield Building, Front Street, Hamilton, Bermuda.

الطريق إلى الحياة

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How to ~~WRECK~~ it

CHESS

BY LEONARD BARDEN

LAST WEEK in Moscow, Anatoly build-up of small advantages Karpov was presented with which is one of the Karpov hall-of-fame medals as world chess champion and crowned with a laurel wreath by Dr. Max Euwe, president of the International Chess Federation (FIDE). In his speech, Dr. Euwe even included a forecast: "Three years from now I shall be coming to Moscow again to perform the same, pleasant duty."

Certainly Karpov himself, in his first interviews as champion, seemed to exclude any possibility of Bobby Fischer throwing a dramatic spanner in the works by suddenly agreeing to a championship contest after all. Karpov said he would welcome negotiations for a match with Fischer, but "this cannot be a match for the world chess title. Return matches have been eliminated, and it is necessary to observe the order established by FIDE. This cannot be an official contest, and Fischer himself would not accept any mediators, should approach me and I shall inform him of my terms."

Coinciding with Karpov's coronation, there are two new books with a full history of the young champion's career: *The Games of Anatoly Karpov* by Kevin O'Connell and Jimmy Adams (Batsford, 368 pages, 347 games, £3.00) and *Karpov's Collected Games* by David Levy (Robert Hale, 303 pages, 330 games, £5.00).

Equal price, similar titles: which is the better value? My opinion is that the balance is the games from Karpov's early years, compiled with the champion's co-operation from his own notebooks, and the photographs from the Karpov family album, even at the age of eight, have the air of plegmatic confidence which is familiar to everyone who has seen shots of Anatoly's successful matches against Boris Spassky and Viktor Korchnoi.

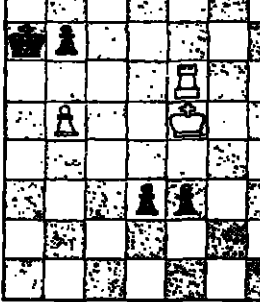
Really both books are excellent. O'Connell and Adams have provided notes to most of the games and have included interesting interview material translated from Soviet sources. Levy's volume solves some mysteries, in particular the reason for the oft-quoted comment by Botvinnik (the greatest of the Soviet world champions) made when 12-year-old Karpov first went to the Trud school in Moscow.

Botvinnik said: "He doesn't understand anything about chess," and game 37 of Levy's book shows that what provoked this statement was a clock simul Karpov v. Botvinnik which is probably an all-time shambles for an encounter between world champions: Karpov's strategic play is naive, then Botvinnik leaves his queen en prise, and finally Karpov blunders away a bishop for a draw position.

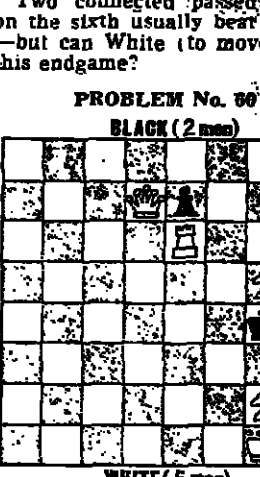
A reader of either of these recommended books cannot miss one of the main facets of Karpov's remarkable rise to the top: the emphasis on controlled manoeuvres and on endgames. This example, quoted by Levy, was played in the all-time chess championship when Karpov was aged 10, and shows the patient

POSITION No. 66

BLACK (4 min)

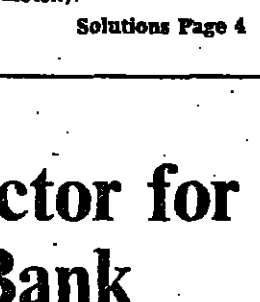


WHITE (3 min)



PROBLEM No. 66

BLACK (2 min)



WHITE (5 min)

Two connected passed pawns on the sixth usually bear a rook—but can White (to move) save this endgame?

Solutions Page 4

Property and housing

Holy disorders

BY JOE RENNISON

OVER THE next few months congregations may well be praying in churches of all denominations throughout the land for something to be done about the Community Land Bill. For the churches themselves as organisations and their congregations as members of the community will be directly and adversely affected by the Bill if it becomes law as it stands.

The property interests of the churches are threatened and with it much of the work that the churches are able to carry out. All the denominations, Church of England, Catholic, Nonconformist and Jewish have banded together to fight the Government's proposals to strip them of their property assets.

Some would argue that the churches should not be in the property business but 'should stick to their pastoral duties'. But the two are now so intertwined and interdependent that that argument must go out of the window for present purposes. But cynics have not been slow to suggest that whereas new, Catholic and Protestant may have some differences on religious grounds they are quick to band together on the subject of property.

Tax exemptions

The churches so far have held a very privileged position as far as their property interests are concerned and have escaped the taxes paid by the lay developer. They were exempt from the development charge under the 1947 Town and Country Planning Act, the betterment levy under the 1961 Land Compensation Act and the development tax under the 1974 Finance Act. All these, like the present proposals, were measures of a Labour Government.

Under the proposals of the Community Land Bill all land required for development will be bought by local authorities at current use value. Until this system is effective land can still be sold at market value but will attract a tax (development land tax) of 80 per cent rising to 100 per cent of the development value. Implementation of this tax will be brought under a separate Bill once and if the Community Land Bill becomes law.

So far there is no mention of exemption for the churches. Now the churches have no quarrel with the basic intention of the Bill which is to bring the profit from development into the pockets of the community. Nor are they looking for any special privilege for any special thing and these things affect us as part of the community whether we are aware of them or not. It is difficult to quantify their value or simply what the presence of a church means.

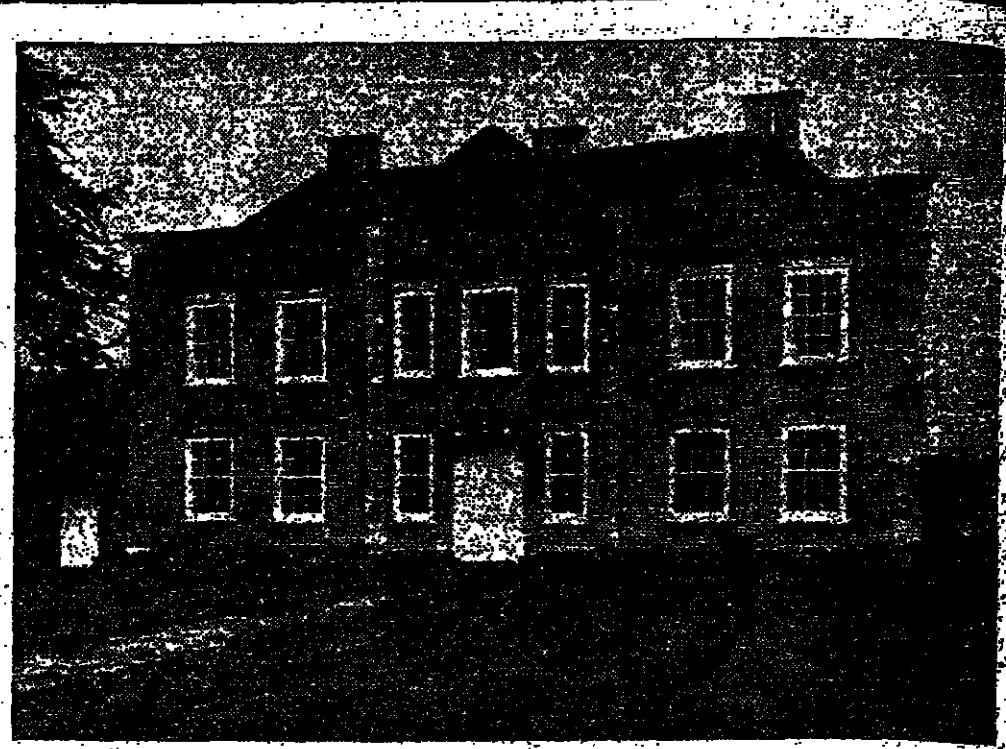
It has been because the social and spiritual assets of the church are unquantifiable that so far its physical assets have been left outside the normal process of taxation and the churches have been able to make best use of them as presumably they know best. That situation seems to be coming to an end. Those who feel strongly about it should make their voices heard. There will be plenty on the other side who will argue that religion is a redundant industry and should be allowed to die and not get special help from the Government like the car industry.

Grave threat

In an official statement on the subject the churches said that the proposals are "a further grave threat to their financial viability at a time when they are already struggling with the consequences of inflation and rising prices and are having also to meet such additional burdens as VAT, specially heavy in its incidence on repairs to old and historic buildings, and the cost of much higher national insurance contributions."

The church leaders headed by the Archbishop of Canterbury, the Cardinal Archbishop of Westminster and the Chief Rabbi have already had a meeting with the Prime Minister to put their case. They were received with great civility but do not seem to have been given any indication that the proposed legislation will be altered.

When putting the case for the churches earlier this week the Bishop of London, Dr. Ellison, said that he and other bishops were prepared to fight the Bill or seek an amendment in the House of Lords. Could we see the Lords Spiritual and the property barons opposing the Bill in the Upper House for quite different purposes? Such an alliance could provide some fun but would probably ruin the cause the churches are trying to put forward.



Meadow Court is the kind of house that has lost a great deal of value over the last 18 months, but for these with money would make an excellent buy. The Queen Anne facade

was added to the original structure built 1600. It is in the Withshire village of Totton and contains 3 reception and 6 bedrooms. Price, about £80,000. Agents: Baylis.

Mammon under stress

THE REPORT published this week by the British Property Federation on tenant/landlord relations makes very dismal reading. This is neither the fault of the BPF or the compiler, Mr. Daniel Caplan, a former civil servant in the housing field.

His terms of reference were "to prepare for the British Property Federation a survey of landlord and tenant relations in order to help the Federation in their consideration of possible codes of conduct for responsible ownership and management of residential and commercial property."

The result is a report that too often simply states the obvious. Both tenants and landlords are presumably the Federation already know what can go wrong and right in this highly sensitive area. The main disappointment is concerned is that Mr. Caplan was not able to recommend setting up a code of conduct for both sides in the business.

The Federation's President, Mr. Victor Lucas, was obviously put out by this conclusion but stressed that the BPF was not committed to the report's conclusions and would continue to

try to improve relations where it can. It was, he said, basically a question of education. Landlords must be made aware of their responsibilities and tenants of their rights. Abuse on either side should be equally condemned.

The most useful recommendation is, as the author puts it, that "there is a strong case for the statutory registration of managing agents in conjunction with the establishment of proper standards of training and competence." But this cannot realistically be dealt with outside the current examination by the Government of possible regulation of estate agents. It heads.

Mr. Caplan's remarks are important that examination should take account of the property management in public expenditure, rehabilitation. Even so, I have mentioned this point words were questionable. Just how long will it take Parliament to regularise and authorise the functions of estate agents? It has been trying to do so without success for the last 70 years. Mr. Caplan comes to the conclusion that an extension of public ownership is unavoidable in low this is an unpalatable order to secure a large and but one that cannot be face rapid improvement in the housing finance is ever to in physical condition and amenities sense.

APPOINTMENTS

Local director for Barclays Bank

Mr. Richard Barclay has been appointed a local director for the London Southern District of BARCLAYS BANK.

Mr. R. A. Thomas has been appointed financial director of HELICAL BAR Mr. W. E. Jacques has resigned from the Board on his impending retirement. Mr. W. Ellison continues as a director and as company secretary.

Mr. H. C. Spear has been re-appointed a full-time member of the ELECTRICITY COUNCIL for a further year from July 1.

Mr. B. P. Hogg has been appointed finance director of PROVIANT FINANCIAL GROUP. Mr. J. Hutcheon, at present deputy chairman, will reach retirement age on June 23, but will remain a non-executive director.

Mr. B. G. H. Clegg has been appointed chairman of the northern region of BRITISH GAS to succeed Mr. Leslie Clark, who was recently appointed as an adviser to the chairman of British Gas on the international gas industry. Mr. Clegg, at present director of marketing, will take up his new appointment on a date to be announced.

Mr. Derek Fenton, London manager of BENTON & BOWLES, part of the polymer division of the Linde Group, has been appointed to the Board as sales director.

Mr. T. F. Croxall has been appointed managing director of HARMARK-LITEX, a subsidiary of Crosby Valve and Engineering Company. Mr. A. S. Mitchell has been appointed a director and general manager.

Sir Denis Barnes, chairman of the Manpower Services Commission, has been appointed a vice-president of the CITY AND COLLEGE OF LONDON INSTITUTE.

Mr. Ronald Lewis has been appointed joint secretary of CALEDONIAN AIRWAYS (the

LATEST WILLS

Net
Mr. A. F. Street, a former chairman of the Royal Worcester Porcelain Company, left £53,724 gross (duty £47,000) £6,724.
Mr. Herbert Simon, former chairman of the Curwen Press, and a former governor of the London College of Printing, left £53,102 gross (duty £5,810) £47,292. Further duty may be payable on some estates.

Economic Diary

THE PRIME MINISTER and the Foreign Secretary expected to meet President Ford in Washington on Wednesday following conclusion of the Commonwealth Prime Ministers conference in London. Other events and statistics next week include:

MONDAY—British Steel Corporation representatives and TUC steel committee meet in Congress House, London. Arbitration hearings on rail pay open at Church House, London.

TUESDAY—CBI employment policy committee meets.

WEDNESDAY—Monthly meeting of the National Economic Development Council. Clearing banks aggregate figures for deposits, liquid assets and advances and U.K. banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-April).

THURSDAY—Vehicle production and car registrations (April provisional). London Gazette includes Consolidated Fund and National Loans Fund (April).

FRIDAY—British Leyland shareholders extraordinary meeting.

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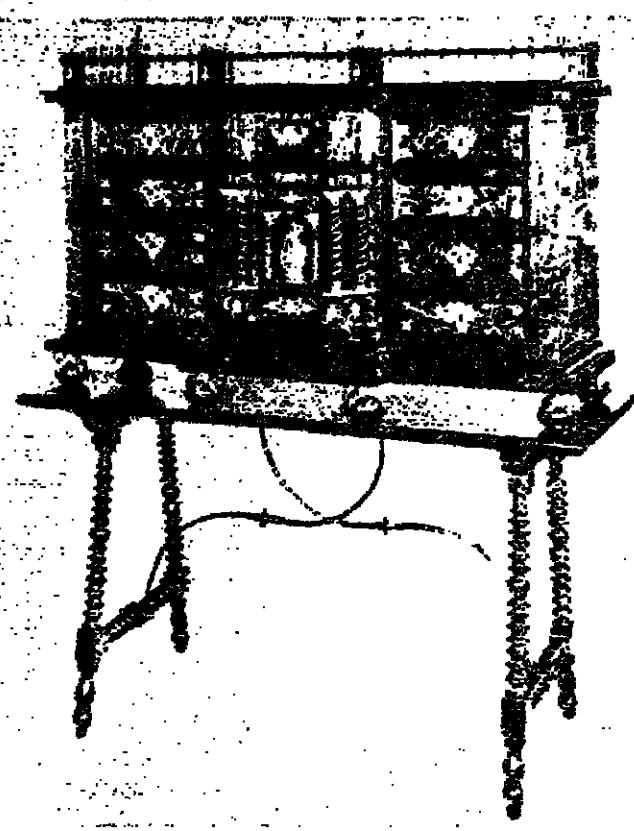
FINANCIAL TIMES REPORT

Saturday May 3 1975

ANTIQUE FURNITURE

A buoyant market

THE MOST distinguishing feature of the London art market since Christmas has been its buoyancy. In the past few months, the market has been characterized by a series of record-breaking sales, reflecting a general upward trend in the prices of antique furniture. This buoyancy is particularly evident in the sale of a pair of George III mahogany side tables, which fetched a record £17,200 at Christie's in February. The sale was a landmark event, as it was the first time a pair of side tables had reached such a high price. The tables were made by a cabinetmaker named John Linnell, who was active in the 1780s. They were sold to a collector who had been searching for a pair of tables for many years. The sale was a testament to the enduring appeal of antique furniture and the willingness of collectors to pay high prices for well-preserved pieces.



An Italian tortoiseshell and ebony cabinet-on-stand (17th century) sold recently by Christie's for £2,205.

Bookcase

Other outstanding prices at the sale included £1,140 for a mahogany bookcase, a late George III mahogany Calton House desk, and £2,415 for a George III mahogany writing-table. The sale was a success for the auctioneer, who had been expecting a strong response from collectors. The prices achieved for the furniture were a reflection of the high demand for well-preserved pieces and the willingness of collectors to pay high prices for them. The sale was a testament to the enduring appeal of antique furniture and the willingness of collectors to pay high prices for well-preserved pieces.

are holding steady. An example at what are invariably good levels of profit for the original buyers. One dealer recalls a client who in 1959 bought a Regency-period, three-legged dining table for £750 and sold it back again for just under £3,000 at the start of 1974. The client then bought another, bigger, table for a little under £5,000, which he put to daily use. Not quite a case of having your table and eating it, but almost.

Wealth tax

One of the few question marks over furniture, as with the art market as a whole, is the prospect of a wealth tax. Precisely how wealth tax will be applied to works of art remains unclear, but a number of factors are likely to be taken into account. The value of the work, its rarity, and its historical significance are likely to be important factors. The tax will be applied to the value of the work at the time of the owner's death. The tax will be a percentage of the value of the work. The tax will be a percentage of the value of the work at the time of the owner's death. The tax will be a percentage of the value of the work.

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A XIX century chiming Bracket Clock—Recently realised £220.

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Furnishing at modest cost

CONDITIONS COULD hardly be more favourable for anyone wishing to furnish a home with antique furniture at a modest cost. There is a plentiful flow of items, from the 17th century to the (now sought-after) inter-war pieces by the top designers, and in comparative terms prices are little higher now than five years ago. Furniture has not been affected by the sudden rise (and fall) in price which upset the antique silver and 19th century picture markets. So if your taste is for the rather heavy Victorian furniture you can furnish a home at a cost little different from buying new furniture, but with the bonus that in a few years' time the antique pieces can be disposed of at a premium, as against the certain deterioration of contemporary furnishings. For example, a substantial Victorian dining table can be bought for about £200 and the six chairs to go with it will cost less. A Victorian wardrobe may be bought for under £100, and a chest of drawers for about the same.

It is not only Victorian and 20th century furniture that is reasonably priced. If you are not too concerned with creating a homogeneous image for your home, furniture ranging back to the 17th century can be acquired at very reasonable prices. A larger piece like a bookcase, a 17th century chair, lacking the grace of its Georgian successor, can cost a little over £100, and an oak coffer of the same period, which can be used for storage, for a seat or for display, need cost no more than £150. However, 17th century oak refectory tables are now much in demand, with prices rarely dipping below £500, although at a recent sale at Phillips an Elizabethan oak cupboard sold for £750, less than its estimate.

Dispersal

A great deal of the antique furniture emerges at country salerooms after the dispersal of the Big House. Prices are no cheaper here than in London, but a saleroom like that of King and Chasemore may handle more items than Sotheby's or Christie's. Mr. W. Weller, one of the partners, offers this quick guide to the type of furniture he has been selling in the past month at typical prices. (If you want really exceptional items you

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SATURDAY, MAY 3, 1975

Between the acts

SHARE PRICES have fluctuated widely and erratically this week, partly reflecting the uncertainty of Wall Street, partly because the uneasy interregnum that was expected to occur between the Budget and the EEC referendum is now beginning to make itself felt in all financial markets. The fact that the Government is deeply divided on more issues than continued membership of the EEC, moreover, is becoming increasingly apparent.

Mr. Wedgwood Benn's ideas about the conscription of institutional investment funds for the regeneration of industry, for example, already briefly dismissed by the Prime Minister, have now been repudiated in even stronger terms by Mr. Harold Lever. Mr. Lever has suggested that the difficulty lies not in raising funds for investment by the public sector but in formulating criteria, analogous to that of profitability in the private sector, to ensure that the investment is rationally directed and not governed by a combination of emotion, pressure groups and intellectual faddism. It may have been no accident that he made this speech on the same day as Mr. Benn presented his Bill for the nationalisation of the shipbuilding and aircraft industries, but it also seems relevant to the Government's hasty acceptance of the grandiose and optimistic Ryder plan for the regeneration of British Leyland. The criticisms put forward yesterday by Mr. Heseltine for the Opposition, though perhaps too hard on the unions and too soft on management, are basically concerned with this same question of investment criteria.

Wage claims

It would be unfair to say that there is a similar basic difference of opinion between Mr. Healey and Mr. Foot, if only because Mr. Foot gave his firm support to the Budget. But Mr. Healey has continued to make strong comments about the need for stricter observance of the social contract guidelines and to warn that if unions seek to make up for higher taxation with still higher wage claims he will have no choice but to cut social services. There is some speculation about the Chancellor's hopes for a stricter set of voluntary wage guidelines once the present round of increases is over—one difficulty, of course, is to say precisely when one

round ends and another begins and to avoid anticipatory claims—but the unions have had to swallow one dose of unpleasant medicine and may still be forced by circumstances to swallow another.

The Price Commission, in its latest report, finds that wage increases are now far and away the most important factor causing firms to seek price increases—price increases which, in the present state of the market, they may often find it difficult to enforce. Company profitability, on the basis of those manufacturing firms that have recently had dealings with the commission, is still tending to fall.

Exchange rate

The present situation is so different from previous crises that it may be dangerous to draw lessons from the past, but in the past it has been the external rather than the internal effects of inflation which has finally driven the Government into action. It remains to be seen whether the same thing will happen again. The exchange rate, as the Chancellor pointed out in his Budget speech, is critically dependent on the state of overseas confidence. Recently it has begun to weaken, and it weakened further yesterday.

Despite the Government's wish not to discourage capital investment any further than it has already been discouraged by the immediate outlook for profits, and despite the difficulties which the Bank of England is likely to encounter this year in financing a larger public sector borrowing requirement in less favourable circumstances, U.K. interest rates must inevitably move in response to trends overseas and the state of confidence in sterling. Although the U.S. Federal Reserve is planning to increase the U.S. money supply at a somewhat faster rate, the U.S. public sector deficit is widely expected to push up interest rates over there, and the U.K. will be forced to keep at least one step ahead if there is not to be a massive switch of short-term funds across the exchanges. Yesterday's rise in minimum lending rate, which was half-expected and followed a warning from one of the clearing banks that the next move in base rate was more likely to be up than down, is therefore of more than purely technical significance.

THE STORY-SO FAR...

For weeks now Peter has been ignoring the rates demand which still languishes on the hall table. Peter, with his wife Anne and children Mark and

Jane, live in Sevenoaks. We left them last autumn struggling with a domestic deficit and apprehensive of a long cold winter. Well, the winter was not too bad after all—in weather

terms that is. In other ways it was as chilly as they had feared. Even the new April 30 hi-fi is not helping to ease the pain, and records cost money. Now read on.

Economies to balance the books

THERE were times during his meeting with the bank manager that Peter felt almost cheerful. There, across the desk, was someone who actually seemed to be winning as much under the burden of the winter flurry of bills as he was. Not that the outcome of the conversation had been changed very much by the sympathy exchanged between this mutually unhappy pair. Peter's overdraft still had to be reduced.

Fortunately for Peter life has taken a modest turn for the better recently. The office "rationalisation" which proved to be a fairly widespread shedding of staff, was further cemented at last with promotion and thus higher pay—for him at least. If Peter had been told three years ago that he would now be earning £7,000-plus a year, he would have been making plans for his powerboat. He now finds himself substantially worse off than he was at that time, and the reduction in his standard of living is marked. As and Anne are now taking a very long look at the large, 40-year-old house they occupy—a house whose garden means high expenditure on lawn-mowers and fertiliser, and which produces rate demands that make Peter sag with despair. But, with some hefty pruning, and a measure of putting-off-until-tomorrow, the couple have managed to balance their books.

Anne and Peter's problems over recent months have been a mixture of creeping disaster and instant blows. Anne has seen her housekeeping (which includes a measure of personal allowance) by less and less, while rate demands, increased school fees, and the higher rail fares have come as successive incisions into the family budget.

Cash flow problem

The couple live in Sevenoaks, a still desirable Kent commuter town which nestles in rolling countryside and is protected by both green belt and British Rail. The house is a fine example of a Georgian town house, and they moved there a few years ago. Anne and Peter decided that rail fares might increase slowly but that it was worth moving a little out of London for the pleasure of green fields and an excellent local school. A year ago a monthly season ticket from Sevenoaks to London Bridge cost £15.60.

Act of social double-think

Unfortunately this tends to pale into insignificance when compared with school fees. Peter has long since given up defending the sex discrimination which has him sending his son to Sevenoaks School as a day boy and his daughter to a local State school. It is certainly an act of social double-think for which he is now paying dearly. The latest letter from Mr. Tammidge, Sevenoaks' headmaster, has some fascinating things to tell about the school activities and then, on page two, turns to the question of fees. The day-boy fee at Sevenoaks rose to £281 for the summer term (inclusive of meals). Peter can only thank heaven that Mark is not a boarder, since those fees are now £450 per term. Anne and Peter look back longingly to the time when they worried about fees of £163 a term, which is what they were two years ago. To his basic fees, Peter adds something for both children's extras such as school trips and sports clothing. The rising cost of living was something that was not really

ARTHUR SANDLES continues the saga of Anne and Peter and their battle with the cost of living.

THE FAMILY BUDGET

	Nov. 1974	Jan. 75
Housekeeping	90.00	90.00
Mortgage	77.50	77.50
Rates	22.50	25.19
Water Rates	—	3.45
Education	67.00	85.00
Clothing	21.00	15.00
Car	57.00	41.04
Holidays	—	4.00
Insurance	15.00	15.00
Heating	12.50	15.20
Electricity	5.00	6.85
Phone	4.50	5.50
Season ticket	12.91	14.34
Allowance	25.00	25.00
Misc. (repairs, garden, children's pocket money, entertainment)	24.00	20.00
TOTAL EXPENDITURE	434.79	497.57
INCOME MONTHLY NET	412.00	451.00
BALANCE	-22.79	3.43

talked about in polite middle class circles until recently, but now it is difficult to find another topic of conversation. However, at the school parents' association coffee morning last Saturday, Anne and Peter were as surprised as the school seems to be that somehow or other parents are still managing to raise the necessary funds.

In fact, of course, it would be extremely difficult and educationally damaging for Peter to move Mark in the middle of his time at Sevenoaks. Instead he would probably do something he has never done before, and that is to turn to his parents in the hope that some sort of help might be forthcoming. Neither his nor Anne's parents are particularly well-heeled, and they could not afford to pay very much. But already Peter is rationalising the prospect of approaching them by suggesting to himself that any help would be in the form of a loan.

Peter is doing a great deal of rationalising these days. During one of his first spring ventures into the garden a few days ago, while regretting that he had not cut the grass during the mild weeks of February, he mused on his decision to abandon saving for a new car. All now it is difficult to find another topic of conversation. However, at the school parents' association coffee morning last Saturday, Anne and Peter were as surprised as the school seems to be that somehow or other parents are still managing to raise the necessary funds.

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Ferrying the family

In fact Anne is the main driver of the car, ferrying children and husband about the town and making excursions to nearby towns which boast rather better shopping facilities than Sevenoaks. Anne's latest resentment at being trapped in suburbia has been heightened recently by the need to budget more than ever with the house-keeping. For all their complaints, it was not very long ago that, when the couple were

planning a dinner party, they would decide on a menu first and check prices afterwards. Those days have passed, and Peter's declared intention of "growing his own vegetables" has unfortunately not produced the once promised results. At the moment the garden offers a few nibbled cabbages and some very odd carrots which have somehow survived the winter. But at least these look better than Peter's roses. For too long they languished in the garage waiting for a fine planting weather and for Peter to be in the right mood. A few emerged from the ordeal—but not many.

Anne has cut back heavily on clothes, both for herself and the children. She is also less eager to encourage Peter to dress in style. The one area of clothing spending where she finds it almost impossible to effect savings is shoes. Anne argues that shoe prices have doubled in the past two years as far as she is concerned and that £8 is now the minimum for a new pair for any member of the family. Anne makes particularly short work of them.

Whether he will have the same next year is still a matter in the lap of the gods. Those days have passed, and Peter's declared intention of "growing his own vegetables" has unfortunately not produced the once promised results. At the moment the garden offers a few nibbled cabbages and some very odd carrots which have somehow survived the winter. But at least these look better than Peter's roses. For too long they languished in the garage waiting for a fine planting weather and for Peter to be in the right mood. A few emerged from the ordeal—but not many.

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Letters to the Editor

British Leyland

From Mr. J. Dempster.
Sir—As a shareholder in British Leyland I am alarmed at the Ryder report and the proposals for the company. I am sure that many shareholders will agree with the view that the investment proposals are inadequately backed by determination to reduce operating levels and achieve earnings which the investment must require.

Last year's annual report would appear to indicate that in the last five years output per employee has dropped from 5.5 to 4.9 vehicles per year, or some 10 per cent. During the same period a closer examination of the basis for asset valuation indicates that assets are undervalued and the sales/asset ratio would appear to have made little real improvement.

Should the taxpayer pump money into a company showing such trends?
Surely the company, the employees, the shareholder and the country would be better off if the company went into voluntary liquidation? With assets generally undervalued, shareholders might expect at least 20p per share. Employees might appreciate that their living has to be earned, the individual parts of the company might be acquired from the liquidator for commercial reasons with a determination to turn them into profitable units or to more profitable ends.
It would appear to be in the shareholders' interest to vote for voluntary liquidation. How many shareholders would agree? John H. Dempster.
10, Mifflin Avenue, Oldisleigh, Stourbridge.

Takeover basis

From Mr. J. Marks.
Sir—I have always been taught that in bidding for control of a public company the Stock Exchange price is no guide to what you will have to pay. It is also generally said that assets have one value as a going concern and another, lower value on a break-up basis.
The asset value of a BLMC share is over 50p, one can only

assume therefore that the Government is attempting to purchase a going concern on a break-up value basis.

If the Government is to get it on a break-up value basis it should go via a liquidator and the full-cost of 100 per cent. redundancies, otherwise it should pay a proper price as any company taking over would have to do.
John Marks.
New Hall, Old Harlow, Essex.

Volunteers

From Mr. B. Edwards.
Sir—I read the letter from R. K. Hart (April 24) with great astonishment, and am wondering whether the self-employed persons of my acquaintance, including myself, are on a different planet to those mentioned.

I can only speak on my own behalf, but am sure that most self-employed persons suffer from none of the disadvantages mentioned. Lack of union muscle? We neither need nor desire that surely—our choice is intentional.
If we opt to pay for private medical treatment or schools, etc., then surely it is a voluntary act that we can afford, and any long hours worked at penal rates of pay is also voluntary, as is the ability to pay income tax at all. PAYE does not operate for us—pay my own taxes, and under the existing system operating in this country I know of no way the inland Revenue or politicians could force the self-employed as a collective group to pay any taxes at all except of their own free will. As for many union leaders that come to mind, all intelligent people I have mentioned this to agree with me that they are definitely not responsible, intelligent or well aware of the economic facts of life at all.

The unions and politicians of both parties have succeeded in wrecking the internal national economy of this country, and are now paying the price for that folly by destruction of the currency, with the social contract as the final trigger.
As for the comment by Mr. Jones that the self-employed are guilty of breaking the terms of

the social contract, we have never been asked to be a party to it, I do not even know what the terms are, the unions are the only party involved—perhaps Mr. Jones could inform us?
36, St. Owen Street, Hereford.

London's property

From Mr. R. Freeman.
Sir—Dr. John White, of the GLC's financial board, was not sufficiently forthcoming (April 29) on unvalued assets of the council. When I was finance chairman of the GLC in the 1960s I began the process of selling off properties for which there was no future local government use. Yet the council still owns many freehold interests which are bringing no social benefit to Londoners.

Take for example, the freehold of the Shell building on the South Bank where the lease granted by the old London County Council in 1957 was for a term of 199 years (and unbelievably with no rent reviews) at an annual rent of £128,536. What possible advantage is there in hanging on to this freehold investment at a ground rent which will be denisory long before the year 2156 at current rates of inflation? And how many more large property investments does the Labour GLC still hold while it goes cap in hand to the Stock Exchange to borrow more money at 13 per cent. per annum?

There is a strong case for an inquiry into the unvalued assets of local authorities and what better place to start it than County Hall.
Roland Freeman.
212, Balldale Lane, N.3.

Land parcels

From Mr. P. Cokerehead.
Sir—I was fascinated by the last paragraph of Dr. John White's letter of April 29—"Small parcels of GLC land that need assembling into reasonable sites." Does this account for the large lorries full of earth that one so often meets careering around the suburbs?
Phillip J. Cokerehead.
34 Dicedland Road, Banstead, Surrey.

Low profile

From The Chairman, The Steering Committee, Organisation of British Executives.
Sir—The organisation to which Mr. Madden refers (April 28) has not lost its momentum. It has deliberately adopted a low profile while it gathers strength and does its homework. We had no intention of jumping into the arena with comments and statements until we had done our research and obtained the general agreement of our members. We are also currently engaged in a recruiting campaign.

J. M. Reid.
82, Symonds Street, Sloane Square, S.W.1.

More cross

From Mr. K. Barnes.
Sir—I like Mr. Miller's suggestion (April 29) of an additional question to be included on the referendum ballot paper to see whether the public would like to vote on major issues by referendum.
I am sure, however, this idea will be hotly disputed and I therefore suggest the question should be: "Do you wish to have a referendum on whether we should vote on major issues by referendum?" Alternatively, we could of course just let the Government get on with the job it is elected to do.
K. M. Barnes.
64, Kingwell Road, Hadley Wood, Barnet, Herts.

with matters of form, not substance, such as the differences between the NATO and EEC treaties. If, for instance, Parliament is so anxious about the threat to its power, there is nothing to prevent it from devoting more than 90 minutes a week of its after-hours time to scrutinising drafts emanating from Brussels. Equally, Labour has foregone a valuable opportunity to influence, and therefore the right to criticise, the European Parliament by refusing to join it.

But all this is small change compared with the accepted meaning of Sovereignty as supremacy in respect of power, and so forth. Jean Acheson's "Britain has lost an Empire but not yet found a role" was true in 1961 and is many times truer today.
Mr. Watt knows better than most that the sovereignty issue is being used by those who want to order our affairs not to our own ends but to their ends; by those who want to break-up the existing order as well as the U.K. and by those who dream dreams of their vanished glories. None of them provides a positive answer to Dean Acheson's assertion. The EEC essentially and hopelessly does, and will, provide us step forward and grasp the opportunities it offers.
John M. Weiner.
Spencers Green, Tring, Herts.

Unemployment money

From Mr. J. C. Hunter.
Sir—The suggestion (April 17) notes only one of the many incentives for shirking and not working in this country. Another being that unemployment money is not taxable.
The injustice of this can be seen in the example of a married man with two children who could during 1974-75 earn £1,345 (£25.90 per week) without becoming liable to tax. If he is out of work for six months then the taxable limit of £1,345 is not cut affected and in the remaining six months he can earn approximately £51.50 per week and still be not liable to tax.
It is possible for this anomaly to be removed but it would be much easier to remove E.R.I.C. Middlesex.

when, or more accurately, if, the tax credit scheme, as proposed in October 1972 by the Conservative Government, ever came into being. The main reason being that these proposals effectively included the merging of both the revenue and social services departments. At the present time very little liaison between these departments is allowed and only then at the highest levels.
J. C. Hunter.
11, Markon.
Earls, Cambs.

Productivity

From The Director, The Institute of Practitioners in Work Study Organisation and Methods.
Sir—The message that Mr. Waterson (April 17) and others have put forward about productivity must surely be given further support.
We always tend to think that the solution to our economic problems is "put there". It is lack of capital investment, oil prices, world shortages or many other things which are often used as an excuse for our poor economic performance. These things, of course, do have an important impact and it would be foolish to pretend that they can disappear overnight, but they do tend to overshadow the fact that there is still very much we can do ourselves with our existing capacity.

The current argument seems to be that only capital investment will improve our productivity. But this is not so. We have a wide range of expertise in techniques which could considerably raise our performance if we did not use them. There can be few organisations that could not improve their productivity by at least 10 per cent. if they put their minds to it.

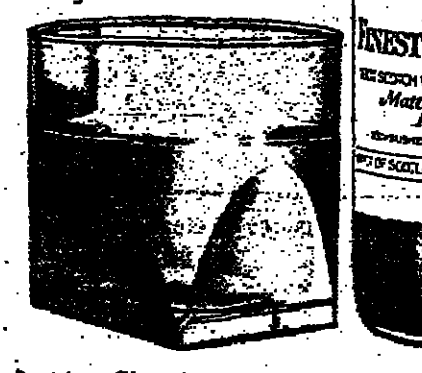
Country-wide this would have a substantial impact on our productivity improvement and the rest of our economic performance. Furthermore, this could be achieved with methods already at hand and would not need in wait for capital investment, important though this may be.

Edward A. King.
to be removed but it would be much easier to remove E.R.I.C. Middlesex.

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BY MICHAEL THOMPSON-NOEL

Disrepair

On the other hand, the Assistant Chief Constable for Cambridge, Mr. Ronald Stone, explained later that the pickets had been about to leave the course when "unfortunately" the horses appeared. He seemed to be perplexed that communications between the two sides were in such a state of disregard that it was not until after the fight that the pickets' demands for a meeting with Mr. John Winter, chairman of the Newmarket trainers' Federation, were eventually agreed to. (The trainers' room, so nothing.) The strike at Newmarket is said to involve between 100 of the 700 stable lads employed in the town. They are members of the Transport and General Workers' Union—the strike is official—and are holding out for a 54.47 increase agreed weekly pay to £35.30. The trainers, who are being battered by cost inflation and

The battle of Rowley Mile: a sight that would have been unthinkable on Turf's holy of hollies 12 months ago.

the recession in the racing and breeding industry, says that the "board is bare." They have offered £3 increase for 1983 hours and refuse to arbitrate.

Deadlock? It seems so, according to "badly" handled but by the pickets at Newmarket on Thursday, the current basic wage for adult stallions is £350 for 46 hours a week over 34 days. They also receive a £40 threshold payment plus £2.93 for working alternate week-ends. This work is obligatory.) Total: £30.83.

Some of them also receive subsidised housing and food and presents from owners. All take a share of the stable's prize money pool. In some cases, the weekly payments to the £39,540, but this is bare wages and other deductions. In some cases, a married stallion's take-home pay is as low as £26-227.

According to Mr. Sam Horncastle, district organiser of the TGWU, the Newmarket trainers have offered a 16 1/2% increase to

the basic rate, or £3 if the lad will work a seven-day week. Mr. Horncastle told me in the midst of a picket line on Thursday: "We have lowered our claim from 20 per cent.—as per social contract—to 15 per cent. to 12.5 per cent. and in any case the trainers' £3 is fictitious; the lads will have to work seven days a week to get that."

The word "lad" is a misnomer. A lad is anyone—male or female, adult or not—who looks after horses. Their age range from 18 to 70. The

The most recent study of racing's manpower problems was the Blackwell Report published last summer. (Mr. Tom Blackwell is deputy senior steward of the Jockey Club.) Using the excuse that the report and its mild conclusions had been overtaken by inflation and the economic recession in racing (many owners have been forced out by rising costs and inadequate prize money returns), the sport as a whole ignored the Blackwell Report.

Since 1968, the aid report, the size of the labour force at Newmarket had dropped by between 5 and 7.5 per cent., partly because of the way it pays different horses and work conditions and because potential lads had been seduced by brighter pay prospects in other industries. Of the 4 per cent. prize money bonus and presents from owners, which help to prop up a stableman's pay, Blackwell said: "We believe that it is wrong that stable staff should have to rely on these 'bonuses' as a means to make ends meet, particularly since in a bad year they can drop to a very low level."

The report made two main recommendations. It suggested the introduction of a minimum training fee structure, so that trainers—in competing for the patronage of owners—were not compelled to pay poor wages and demand long hours and so that ownership was not, in effect, subsidised by cheap labour. And it recommended mandatory deductions from

Another trainer, Mr. Clive Brittain, himself a stable lad for 23 years, said in the winner's enclosure at Newmarket: "We're all one large family. My lads get just short of £40 a week, excluding perks. I can't afford any more. I've had only one week's holiday this year and I'm buying my car (a Mercedes) on credit. I know of one trainer who paid £500 from his own pocket for a lad to have an operation. That lad is now on strike." Mr. Brittain trains Mark Anthony, the likely favourite for to-day's 2,000 Guineas, which may again be disrupted by the pickets.

These are hard times. But there was no sign at Newmarket this week that the Turf's Establishment was preparing itself for reform at the grass roots level—an overhaul of its labour relations and the introduction of adequate wage levels.

For some at Newmarket this week, the transition from the stable to the track led to the same sanctuaries of the Members' Grandstand, was abrupt and absolute. The atmosphere inside was more reminiscent of Newmarket's heyday, when the sport of kings first flourished under the auspices of the Stuart Restoration. Members lunched on avocado poached turbot and meringues for £2.50, drank a nicely dry Bollinger £8.30, and generally enjoyed themselves. The first half of 16 very costly thoroughbreds compete for the 1,000 Guineas, a race worth £2,303.50 to the winner. A lady Member to whom I spoke had just struck a bet of £1,000 to £70.

Mr. Winter, a successful trainer of racehorses whose stable won £32,629 on the Flat last year, said at Newmarket on Thursday, as the deadlock of the stable lads' strike tightened still further: "If we give in now there won't be a single racehorse trained at Newmarket

BY OUR LABOUR STAFF

PRESSURE FOR pay rises of creases of 55 per cent are being asked for by 30 per cent in the general chemical industry. Meanwhile, when unions re-building up following unionisation, are sending other workers in the rejection of a 20 per cent increase chemical industry meet them in basic wages to the industry's employers again in two weeks 60,000 manual workers. At the same time they will press for an increase which would raise weekly pay by 25 per cent. They are claiming that the 1973-74 cost of living will be 10 per cent, while workers at a general level of public sector pay will be asked to accept a 10 per cent wage to establish a new basic settlements which have yielded 40 per cent for a 40-hour week—a 30 per cent pay rises over the past year.

A separate claim is being made on behalf of ICI's 69,000 manual workers, which according to some estimates, is the highest in the company's £190m wage bill. The unions' aim is to restore the value of their pay to 1973 levels—and they say that average in-

creasing through plant-level pay deals.

In addition the unions want the Chemical Industry Association to represent the majority of medium and small-sized companies in the industry to agree to improved shift allowances and better holiday pay.

BY OUR LABOUR REPORTER

SNOP STEWARD leaders, of \$40.20. The offer which has now been accepted will, with the consolidation of the existing \$4.40 monthly official strike campaign threshold, boost the local authority basic rate to £37.50 a week.

The offer giving total rises on basic wage of 27 per cent. first tabled last October.

than 68 per cent. At Wednesday's meeting the rejected a call for a strike action. The eventual classdown was a setback for militants who have criticised the Electrical and Plumbing Trades Union's leadership for not taking a determined enough stand.

The basis of the union's claim was a demand for progress to be made in parity with the new claim, which has been prompted by the rising rate of inflation.

WARNING. That a "speedy decision would be demanded" when the arbitration tribunal on railwaymen's pay meets on Monday was given yesterday by Mr. David Bowman, president of the National Union of Railwaymen.

Railmen have rejected an offer of a 21.2 per cent increase and are claiming 30 per cent rises over the past year. The Railway

Staff National Tribunal will consider the claim at a hearing in London on Monday.

Mr Bowman asked at an NUR conference in Plymouth: "Why does the NUR have to take its claim to the tribunal? Has the Government selected the railway workers for the heavy-hand treatment? Are they trying to make an example of the railway industry?"

MORE THAN 2,000 men working in a \$20m oil rig at the Harlow pool yard offing. Offshore have accepted a new pay deal covering the next 12 months. The agreement gives boilermakers a top rise of £7.60 a week, bringing their basic rate to £70, with proportional increases for other workers at the yard.

A union-management statement said that the agreement was within the social contract.

SCAFFOLDERS are to continue their six-month strike at the old South side in Newcastle which they decided yesterday against accepting the tender for a 10 per cent reduction put forward by the Conciliation and Arbitration Service.

The panel endorsed the decision - of two previous action inquiries which found that the contractors, Sir Robert McAlpine, were correct in dismissing 14 scaffolders in November.

The men have decided to reject the advice of their union, the Transport and General Workers', which now says that they will get no support in their continued action.

FINANCIAL TIMES REPORTER

WONE OF the political parties can draw much satisfaction from this week's local elections in the 36 English metropolitan districts.

The Conservatives gained a large number of seats and won control of four more councils. But Labour, defending its sweeping gains at the last elections in May 1973, was expected to lose heavily.

Provisional calculations indicate an average anti-Labour swing since May 1973 of about 12.13 per cent, which is broadly on par with the anti-Government swing usually seen in municipal elections held during the last year or so of a new administration.

from Labour. They also displaced Labour as the largest party in Leeds.

Labour lost its overall majority in Rochdale. At Bir mingham and Kirklees (West Yorkshire) where Labour now have the same number of seats as at the last election, the party is expected to retain control through the casting vote.

In Birmingham, Labour leaders are seeking fresh talks over the previously agreed appointment of Mr. Harold Powell, a Tory, as the next Lord Mayor. They want an assurance he will not use his casting vote against them in the event of a tie.

The results also suggest that this year's record rates increases had little overall impact upon voters' trends.

For the Liberals, too, the results are seen at best as a case of marking time. They retained their position as largest party in Liverpool, although their lead over Labour was not as secure.

The Liberals made advances in parts of Tyneside and Greater Manchester. But the party lost 10 seats. Its seats it was defending on Thursday against which it can set only 15 against.

For the other parties, the final tally was: Conservatives 202 gains and two losses; Labour 190 gains and six losses; independents and others 26 gains nine losses.

The Conservatives won control at Barry, Stockport and Warrington. They controlled previously the largest party and took Calderdale (West Yorkshire).

Apart from Birmingham and Kirkcaldy, where the overall party balance is now even, Leeds and Rochdale are the only two seats with an overall majority. Conservative hopes for next year include Manchester, Tameside, Oldham, South Tyneside, Dudley and Coventry.

Of the 856 seats at stake on Thursday changed hands. Labour now controls 24 of the 36 metropolitan districts and 10 of the 100 boroughs.

In the remaining three, where no party has an overall majority, the Liberals are the largest party at Liverpool, the Conservatives at Leeds, and Labour at Rochdale.

Last night Mr. Anthony Crossland, Secretary for the Environment, admitted the results were "a setback", speaking at Grimsby. He added, "I have no reason in these results for the Government to change tack."

BY MARGARET REID

CADBURY SCHWEPPES, the chocolate, soft drinks and food group, yesterday emerged as the latest in the procession of concerns raising new capital when it launched a £25m. rights issue.

The company, which announced the issue a few hours after the closing of the last financial year, is offering shareholders 750,000 shares at 35p for every four held. The existing shares closed up down at 47p.

Cadbury Schweppes' operation brings the total value of rights issues to £368m, since Ranks Hovis McDougall began the recent spate of these cash-raising operations with its £16m. offer in late-February. The figure would be raised to £416m by including the £23m. issue by Rank Organisation, which was on a rather different basis.

The purpose of the issue by Cadbury Schweppes, whose chairman is Mr. Adrian Cadbury, is described as being to expand the capital base of the group to facilitate the financing of capital expenditure.

Although capital spending this year will be below last year's £39m, level, the finance director, Mr. James Forbes, said last night that capital requirements were still expected to be between £20m. and £25m. He also noted that since the end of 1974 short-term net borrowings of £10m. which had a substantial business abroad as well as at home, had increased by some £20m. to £54m. A Eurocurrency loan of £25m. (£10.6m.), part of which will be used to repay short term currency borrowings, has already been announced.

The Board, which has already forecast that 1975 profits will improve on last year's figure of £29.62m.—itself 14.84m. down against the previous year—expects at least to maintain the 1974 dividend rate, which gives a yield of 9.98 per cent. on the rights issue price.

The issue has been underwritten by bankers Kleinwort Benson and Samuel Montagu; brokers are Hoare and Co. Govett.

See Lex Back Page

SHOPPERS OUT To beat the 25 per cent. VAT, which came into force on May 1, sent sales in the John Lewis partnership department stores and specialist shops last week soaring to an "incredible" 68.3 per cent. above the corresponding week last year.

BY ADRIAN DICKS

UNEMPLOYMENT in the U.S. rose again slightly in April to 8.9 per cent—the highest since 1941. There was an increase of 0.2 per cent from March, bringing the total out of work to 8.2m. Commenting on the figures, Dr. Alan Greenspan, chairman of the Federal Reserve Board, said: "Advisers, said there were new suggestions "that the recession is coming to an end—and pretty much on the schedule which we suggested . . . The evidence is still tentative, but it tends to support the view that the economy will stabilize to a very large degree during the second quarter of the year."

Supporting this view yesterday Dr. John Dunlop, the new Secretary of Labor, said: "The increasingly disrupted economic voice in the Administration, predicted that employment might

be expected to lag behind other indicators once recovery gets under way, and warned that further increases in the rate of unemployment could still be expected this summer.

Like several other indicators, the unemployment figures present a mixed picture. There was a slight rise in the rate from the absolute number of jobs held, and a slight rise in the average working week in manu-

facturing. Out of 172 industries surveyed, 42.5 per cent. reported taking on new labour in April, compared to only 26.2 per cent. in March.

On the other side, however, there was a further 0.4 per cent. increase in unemployment in the building industry, bringing the rate up to 19.3 per cent. and an increase from 5.8 to 6 per cent. in the rate for heads of households.

A member of the Dutton-Forshaw group

COMPANY NEWS + COMMENT

European Ferries tops profit forecast

AGAINST A forecast of not less than £41m, group pre-tax profit of European Ferries amounted to £42.5m for 1974, after a loss of £0.9m in the air division. For the previous nine months profit was £39.5m, after an air division loss of £0.3m.

Turnover was £49.63m, against £48.3m for the period. Stated earnings per 25p share decreased from 9.8p to 7.6p, or from 9.4p to 7.7p after extraordinary debits of £2.41m (£18,000). The dividend is £1.11p net, making a total of 1.668p. For the previous nine months the total was equal to 1.133p adjusted for a scrip issue, or about 1.31p on an annual basis.

The extraordinary items include a loss on exchange of £955,000 (£516,000) and provision for losses on activities in course of realisation £1,439,000.

HIGHLIGHTS

Close on the heels of the Cadbury Schweppes report comes news of a rights issue to raise some £25m. In the engineering sector Whesroe reports a loss for the first half and is making no forecast of results for the full year; the shares fell 12p after the announcement. The Lex column examines these and also the offer by Co-operative Insurance for the Oldham Estate minority. European Ferries has comfortably topped its forecast and there are very bright results from Newman Industries with profits nearly trebled. B.S.G. International had a reasonably good trading year but pre-tax profits have been heavily depleted by interest charges and there is no dividend. In the building sector lower profits are reported by Royco and Rush and Tompkins, while P. C. Henderson also reflects slacker trading.

Year	1974	1973
Group turnover	49,630	48,300
Operating profit	3,844	3,170
Other income	184	184
Air division losses	(900)	(300)
Finance costs	(4,200)	(3,900)
Foreign tax	(40)	(40)
ACT	(45)	(45)
Pre-emption	(45)	(45)
Net profit	3,774	2,770
Minority	(10)	(10)
Extraordinary debits	(2,410)	(180)
Share loss assoc.	(12)	(12)
Balance	1,352	1,352
Dividends	1,352	1,352

* Including discontinued route cost.

comment

European Ferries has emerged comfortably on the right side of its November forecast, but still below the nine-month total in 1974. A major problem throughout has been the invisible airline side, acquired two years ago, which lost £200,000 in 1974 and is now being disposed of for a below-the-line write-off of £1.4m. Within this burden, there is clear recovery potential this year: rates have recently been increased, freight traffic is 12 to 13 per cent up on a year ago, while tourist business is about 30 per cent higher in an admittedly non-peak period. Moreover, bookings in date for the key mid-summer period are above the comparative level in the good year of 1973, though this is no necessary guide to the outcome. The group faces a steep climb in the second half, as the new year's business is expected to be better than last year's, but it is not clear how much of this will be reflected in the year's total. Still, there is nothing very exciting in a yield of 4.4 per cent at 37p.

See Lex

Hammerson Property downturn

GROUP PROFIT, before tax, of the Hammerson Property and Investment Trust decreased from £5.5m to £3.2m in 1974, after £3.5m, against £1.5m, for the first half.

Earnings per 25p share are shown at 6.42p, against 7.9p, while the dividend is 4.32p net (same).

Year	1974	1973
Profit before tax	3,134,320	3,520,210
Taxation	(1,352,320)	(1,430,210)
Net profit	1,782,000	2,090,000
Minority	(20,000)	(20,000)
Balance	1,762,000	2,070,000
Extraordinary income	(1,000,000)	(1,000,000)
Deferred interest, etc.	(20,000)	(20,000)
Available	762,000	1,050,000

Earnings are shown at 6.9p, against 12.3p per 10p share. The dividend is stepped up from 3.09p to 3.26p with a final of 1.93p.

Sound finance at Tilbury

Tilbury Contracting Group entered 1975 with order books which, given the general uncertainty, were not unexpected, says the chairman, Mr. J. G. Beever.

But he is unable to forecast the year's outcome—the level of demand, both in the public and private sectors, affects the volume of work expected, he explains.

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This situation was strengthened by the Rude's decision to defer substantial current tax deferrals in 1975-76 are fairly

Results due next week

Despite a fairly slim list next many served to offset strong bank borrowings. Despite solid interim figures, however, the construction sector's performance is mixed. First-quarter figures followed by the Tarmac and two retailers Sainsbury and Marks & Spencer. Also reported are the results of the U.K. Roadstone side and Mercantile Credit.

Unilever's first quarter pre-tax profits fell by 23 per cent to leave full year pre-tax profits for 1974 2 per cent lower at £32.2m. Price controls have not helped margins and volume trends, particularly in convenience foods, have been poor. Provision may have to be made against adverse commodity price movements and, indeed, the chairman last week indicated that, in comparison with last year's first half, first-quarter pre-tax profits will be well down.

Excluding the first time contribution from Tarmac, the first-half pre-tax profits were virtually unchanged at £6.8m. U.K. Roadstone profits were running at lower than last year's, plus some losses overseas (particularly in Ger-

Peak £1.6m. at Newman Industries

GROUP PROFIT, before tax, of Newman Industries expanded from £0.42m to £1.6m in 1974, after £0.22m, against £0.22m, for the first half.

Turnover for the year rose from £1.2m to £1.6m, after £1.2m, against £1.2m, for the first half.

Year	1974	1973
Group turnover	1,600,000	1,200,000
Operating profit	1,600,000	1,200,000
Other income	1,600,000	1,200,000
Air division losses	(900,000)	(300,000)
Finance costs	(4,200,000)	(3,900,000)
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Henderson almost halved

STEMMING WHOLLY from lower figures for the parent company in the U.K., profits of the P. C. Henderson Group for the year ended March 1, 1975, were almost halved, from £1.2m to £0.6m.

Group turnover was £1.2m, against £1.2m, for the first half.

Year	1974	1973
Profit before tax	1,110,000	1,200,000
Taxation	(450,000)	(450,000)
Net profit	660,000	750,000
Minority	(20,000)	(20,000)
Balance	640,000	730,000
Extraordinary income	(1,000,000)	(1,000,000)
Deferred interest, etc.	(20,000)	(20,000)
Available	40,000	1,050,000

Earnings are shown at 6.9p, against 12.3p per 10p share. The dividend is stepped up from 3.09p to 3.26p with a final of 1.93p.

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DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Current payment	Date of payment
Bestwood	0.65	June 25	0.65	June 25
BSG Intl.	1.12	—	1.12	—
European Ferries	1.12	—	1.12	—
Hammerson Property	1.39	—	1.39	—
P. C. Henderson	0.06	—	0.06	—
Mc Charlotte Inv.	0.06	—	0.06	—
Newman Industries	0.22	—	0.22	—
Porter Chadburn	1.23	—	1.23	—
Rush & Tompkins	1.23	—	1.23	—
Telex Minerals	0.39	—	0.39	—
Towler	1.23	—	1.23	—
Ulster TV	1.23	—	1.23	—
Whesroe	1.23	—	1.23	—

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issues. † On capital increased by rights and/or acquisition issues. (a) Scrip alternative proposed. (b) For nine months.

Sharp fall at Rush & Tompkins

AFTER MANAGEMENT expenses and interest up to £0.7m, the group's profit for the year ended March 1, 1975, was £0.3m, against £0.3m, for the first half.

Turnover was £0.3m, against £0.3m, for the first half.

Year	1974	1973
Profit before tax	3,134,320	3,520,210
Taxation	(1,352,320)	(1,430,210)
Net profit	1,782,000	2,090,000
Minority	(20,000)	(20,000)
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Better trend at BSG

AFTER INTEREST charges some £1.6m, higher at £1.3m, taxable profits of BSG International for the year ended March 1, 1975, were £0.3m, against £0.3m, for the first half.

Turnover was £0.3m, against £0.3m, for the first half.

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£0.7m. midway loss at Whesroe

REFLECTING A deficit in the interest of £20,000, against £20,000, heavy engineering side and more As before, there is no dividend. Whesroe has turned in a loss of £0.7m, against £0.7m, for the first half.

Turnover was £0.7m, against £0.7m, for the first half.

Downfront at T.P.T. so far

THE chairman, Lord Eroll, of Hale, says only light engineering has produced satisfactory results. The improving trend of Alton's performance commented upon previously has been adversely influenced by loss of provisions on certain major contracts as a result of strikes and severe labour disruption at construction sites, one in Australia, two in Canada, and a further two in the U.K.

Similar troubles affected heavy engineering, both works established in construction sites, one in Australia, two in Canada, and a further two in the U.K.

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Breedon and Cloud Hill hopeful

Given reasonable calmness in the economy as a whole, the coming year for Breedon and Cloud Hill Lime Works may yet prove to be as successful as the year in January 31, 1975, says the chairman, Mr. J. Lloyd.

He points out that cutting back on public expenditure appears to be giving some cause for a somewhat optimistic outlook, but that there is some reason to believe that the year, although full of difficulties, can be approached with a modicum of confidence.

322,406	1974	1973
238,623	1974	1973
104,817	1974	1973

NII Yield Fund—which is purely
 a capital fund with no income.

years for apparently all the
 reasons.

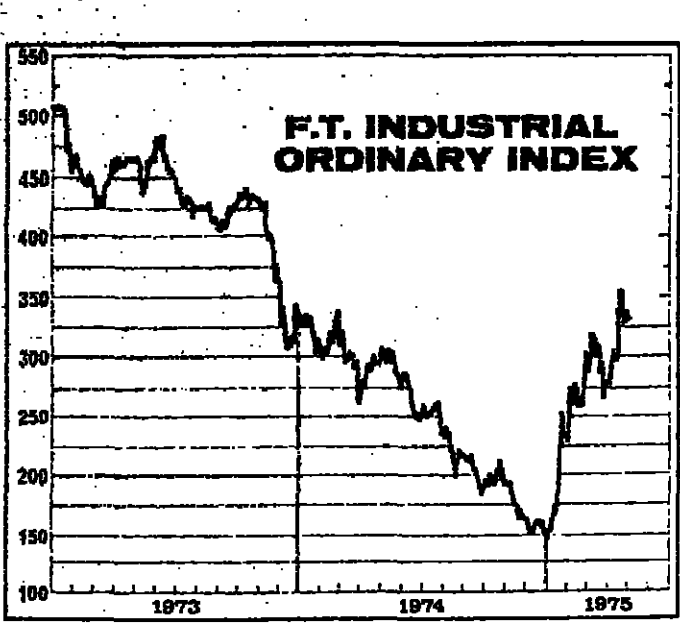
Theorem: If a

Markets react after rise in Minimum Lending Rate

Index down 4.0 at 330.7, after 338.9—Short gilts weak

Accounting for the rise
The first decline in the index since the rise in the minimum lending rate was 4.0 at 330.7, after 338.9—Short gilts weak.

The index fell 4.0 points to 330.7, after a rise of 8.8 points to 338.9 the previous day. The fall was due to a decline in the value of the index of 4.0 points, after a rise of 8.8 points the previous day. The fall was due to a decline in the value of the index of 4.0 points, after a rise of 8.8 points the previous day.



After making early progress
Buildings drifted lower on lack of follow-through support. The index fell 4.0 points to 330.7, after a rise of 8.8 points the previous day.

Unilever lower
Miscellaneous industrial leaders reacted with the general trend to a fall in the index of 4.0 points, after a rise of 8.8 points the previous day.

Newman Inds. rise
Electrical leaders fluctuated narrowly during a fair two-way business. The index fell 4.0 points to 330.7, after a rise of 8.8 points the previous day.

Short Gilts suffer
British Funds pursued diverse trends with the short reaction to the rise in the minimum lending rate. The index fell 4.0 points to 330.7, after a rise of 8.8 points the previous day.

AUTHORISED UNIT TRUSTS

Unit Trust	Yield %	Unit Trust	Yield %
(1) (a) Aberdeen Asset Management Ltd.	5.2	(1) (c) (i) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (i) Aberdeen Asset Management Ltd.	5.2	(1) (c) (ii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (ii) Aberdeen Asset Management Ltd.	5.2	(1) (c) (iii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (iii) Aberdeen Asset Management Ltd.	5.2	(1) (c) (iv) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (iv) Aberdeen Asset Management Ltd.	5.2	(1) (c) (v) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (v) Aberdeen Asset Management Ltd.	5.2	(1) (c) (vi) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (vi) Aberdeen Asset Management Ltd.	5.2	(1) (c) (vii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (vii) Aberdeen Asset Management Ltd.	5.2	(1) (c) (viii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (viii) Aberdeen Asset Management Ltd.	5.2	(1) (c) (ix) Pearl Mountain M. Mgrs. Ltd.	5.2
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(1) (c) (xv) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xvi) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (xvii) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xviii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (xix) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xx) Pearl Mountain M. Mgrs. Ltd.	5.2

After making early progress
Buildings drifted lower on lack of follow-through support. The index fell 4.0 points to 330.7, after a rise of 8.8 points the previous day.

AUTHORISED UNIT TRUSTS

Unit Trust	Yield %	Unit Trust	Yield %
(1) (c) (i) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (ii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (iii) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (iv) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (v) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (vi) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (vii) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (viii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (ix) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (x) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (xi) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (xiii) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xiv) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (xv) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xvi) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (xvii) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xviii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (c) (xix) Pearl Mountain M. Mgrs. Ltd.	5.2	(1) (c) (xx) Pearl Mountain M. Mgrs. Ltd.	5.2

FINANCIAL TIMES STOCK INDICES									
	May 2	May 1	April 30	April 29	April 28	April 27	April 26	April 25	April 24
Government Secs.	57.49	57.56	56.69	57.10	57.11	57.82	57.16		
Fixed Interest	57.62	57.63	57.23	57.43	57.69	58.29	56.94		
Industrial Ordinary	330.7	338.9	327.2	333.9	327.8	332.6	307.0		
Old Mins.	375.3	373.3	375.3	371.4	372.5	378.9	345.6		
Ord. Div. Yld. %	6.27	6.22	6.25	6.25	6.24	6.26	6.47		
Earnings Yld. %	18.26	18.11	18.53	18.16	18.66	18.44	18.68		
P.E. Ratio	7.54	7.71	7.54	7.68	7.48	7.58	7.58		
Dividends	7.780	6.717	7.659	7.816	7.444	8.327	6.537		
Foreign Exchange	66.14	70.56	75.24	64.28	75.54	64.60			
Equity Margins	19.901	19.159	19.368	18.657	20.867	18.610			

HIGHS AND LOWS									
	High	Low	High	Low	High	Low	High	Low	High
Govt. Secs.	57.49	57.56	56.69	57.10	57.11	57.82	57.16		
Fixed Int.	57.62	57.63	57.23	57.43	57.69	58.29	56.94		
Ind. Ord.	330.7	338.9	327.2	333.9	327.8	332.6	307.0		
Old Mins.	375.3	373.3	375.3	371.4	372.5	378.9	345.6		
Ord. Div. Yld. %	6.27	6.22	6.25	6.25	6.24	6.26	6.47		
Earnings Yld. %	18.26	18.11	18.53	18.16	18.66	18.44	18.68		
P.E. Ratio	7.54	7.71	7.54	7.68	7.48	7.58	7.58		
Dividends	7.780	6.717	7.659	7.816	7.444	8.327	6.537		
Foreign Exchange	66.14	70.56	75.24	64.28	75.54	64.60			
Equity Margins	19.901	19.159	19.368	18.657	20.867	18.610			

FT-ACTUARIES INDICES									
	May 2	May 1	April 30	April 29	April 28	April 27	April 26	April 25	April 24
Industrial Group	130.31	131.20	129.22	132.73	128.50	130.28	127.53		
Govt. Secs.	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Fixed Int.	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Ind. Ord.	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Old Mins.	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Ord. Div. Yld. %	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Earnings Yld. %	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
P.E. Ratio	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Dividends	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Foreign Exchange	140.29	141.11	138.95	142.67	138.60	140.54	137.36		
Equity Margins	140.29	141.11	138.95	142.67	138.60	140.54	137.36		

There was little of interest
in the market for the day. The index fell 4.0 points to 330.7, after a rise of 8.8 points the previous day.

Following publication of the
documents setting out the proposed reconstruction of the Sir Denys Lawson Group of investment trusts, the trust concerned was nearly all marked sharply higher. British Isles and General put up 13.5 to 13.75, following the news of the reconstruction. The trust was a 100% holding of the Sir Denys Lawson Group of investment trusts, the trust concerned was nearly all marked sharply higher. British Isles and General put up 13.5 to 13.75, following the news of the reconstruction.

Prices of the non-U.K. issues
were held steady by the renewed strength of the investment dollar premium with the result that Anglo American climbed a further 20 pence to 10.10, bringing the week's gain to 45 pence. Anglo American was a 100% holding of the Sir Denys Lawson Group of investment trusts, the trust concerned was nearly all marked sharply higher. British Isles and General put up 13.5 to 13.75, following the news of the reconstruction.

With the exception of
Courtauld, which eased 2 to 10.6p, after 11.2p, textiles generally continued quiet. Tobacco leaders turned easier after an initial mark-up. Bata declined 5 to 30.0p.

South African Industrials
were generally quiet. The investment premium, O.K. Bazaars "A" rose 5 to 72.5p.

Mining Finance
issues again reflected the investment demand for

Insurance, Property, Bonds Prices
Page 21

OFFSHORE AND OVERSEAS FUNDS

Unit Trust	Yield %	Unit Trust	Yield %
(1) (a) Albany Management Co. Ltd.	5.2	(1) (c) (i) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (i) Albany Management Co. Ltd.	5.2	(1) (c) (ii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (ii) Albany Management Co. Ltd.	5.2	(1) (c) (iii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (iii) Albany Management Co. Ltd.	5.2	(1) (c) (iv) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (iv) Albany Management Co. Ltd.	5.2	(1) (c) (v) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (v) Albany Management Co. Ltd.	5.2	(1) (c) (vi) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (vi) Albany Management Co. Ltd.	5.2	(1) (c) (vii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (vii) Albany Management Co. Ltd.	5.2	(1) (c) (viii) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (viii) Albany Management Co. Ltd.	5.2	(1) (c) (ix) Pearl Mountain M. Mgrs. Ltd.	5.2
(1) (b) (ix) Albany Management Co. Ltd.	5.2	(1) (c) (x) Pearl Mountain M. Mgrs. Ltd.	5.2

CLAYTON DEWANDRE HOLDINGS LIMITED

Manufacturers of Braking Systems for Commercial Vehicles and Light Engineering

SUMMARY FROM CHAIRMAN'S REVIEW for the year ended 31st December, 1974



The Lord Orr-Ewing, O.B.E., C.Eng. (Chairman)

1. Sales up from £23m to £29.1m.
2. Profits up from £2.26m to £2.51m - including overseas companies' profits up from £0.42m to £0.71m.
3. Direct exports up from £1.5m to £2.8m.
4. Capital expenditure, on new machinery, undertaken and planned exceeds £1m.

THE FUTURE

1975 first quarter's results show our cautious optimism was justified. Reasonably firm customers' schedules in the second quarter make me moderately confident. Uncertainties with U.K. economy make further firm prediction impossible. The world market for commercial vehicles is still expanding. Given reasonable industrial stability, I am sure we can continue to increase our output and exports.

Top industrialists defend Sir Monty

BY RHYS DAVID

TWO senior figures in British Iron and Steel, Sir Monty, and said that there was no generalised attack on the industry, Mr. Campbell Adamson, chairman of the British Steel Corporation, said that the industry was not making any attempt to defend itself against the attack. He said that the industry was not making any attempt to defend itself against the attack.

Mr. Adamson, the director of the British Steel Corporation, said that the industry was not making any attempt to defend itself against the attack. He said that the industry was not making any attempt to defend itself against the attack.

Cancelled tanker orders aggregate 25m. tons

BY JAMES McDONALD, SHIPPING CORRESPONDENT

WITH OIL tanker freight rates still offering no profit to even the most efficient ships, the numbers of vessels being laid up and of contracts for new tankers being cancelled have grown considerably over the past month. Tankers laid up at the end of April totalled 358, aggregating 25.8m. deadweight tons—an increase over the month of about 10 per cent of the world's tanker fleet.

Over the past month, according to Gibson, the "availability" of VLCCs (tankers of over 200,000 tons) had declined from 12.5m. tons to 6.4m. tons. But many of these ships have been

This week's SE dealing

Friday, May 2	7,780	Tuesday, April 23	7,780
Thursday, May 1	6,771	Monday, April 22	6,771
Wednesday, April 30	7,659	Friday, April 21	7,659

The list below shows the prices at which securities were dealt in the London Stock Exchange on the dates shown. The list is published for the convenience of the public. It is not intended to be a complete record of the securities dealt in the London Stock Exchange. The list is published for the convenience of the public. It is not intended to be a complete record of the securities dealt in the London Stock Exchange.

BRITISH FUNDS, ETC. (G13)

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How to claim your Capital Transfer Tax allowances.

Now that Capital Transfer Tax is to be levied on all gifts of capital above certain limits, it will be more difficult to pass substantial sums of money to your children or grandchildren.

However, important exemptions are allowed. These enable both you and your wife each to transfer any amounts that form part of normal expenditure out of taxed income, plus a further £1000 a year each free of Capital Transfer Tax.

Making use of these exemptions each year can be compared to claiming a tax allowance, and we have a number of ways in which we can help you do this.

Each has the effect of enabling your children eventually to receive a substantial sum of money.

The policy provides, at a reasonable cost, high life insurance cover, plus a bonus payable on death after five years or more. Moreover, the cost of the policy is normally reduced by income tax relief on each premium.

MAKING THE BEST USE OF YOUR ALLOWANCES

The best way of using your allowances will depend on your personal circumstances and on whether you wish to use them primarily to provide your children with an investment or with cash to put towards a tax liability arising on death.

You can, of course, use your allowances partly to provide an investment and partly to provide for a tax liability.

You should bear in mind that the annual allowance, including any unused allowance from the previous year only, should be used by 6th April each year. Also you should remember that the allowance is an annual total per spouse, not £1,000 to each recipient.

BUILDING UP AN INVESTMENT FOR YOUR CHILDREN

We can help you in two ways to build up an investment in trust for your children, depending on whether you wish to make regular annual transfers or the occasional lump sum gift.

The Flexible Investment Plan enables you to build up a large investment for your children in a number of our funds through a series of annual contributions over a period of ten years or more.

An active investment policy can be pursued by switching from one fund to another to take advantage of new investment situations.

The Plan provides automatic life insurance which would in effect complete your planned transfers in the event of your early death. Each contribution you make is eligible for income tax relief, and your children can eventually receive the proceeds free of any personal tax.

These services are just some of the ways in which we can help you make good use of your money. We currently manage funds of around £500 million and 700,000 people have investments with us, making us one of Britain's largest financial services companies.

For further details of any of the services mentioned above please complete and return the coupon below specifying those services of particular interest.

You can then deal directly with us or through your usual professional adviser - accountant, insurance broker, solicitor, bank manager or stockbroker.

Professional advisers requiring further information on how the above mentioned services can be used in Capital Transfer Tax planning should contact Save & Prosper Services on 01-831 7601.

An Investment Bond is another way of using your Capital Transfer Tax allowances in order to give an investment to your children, in the form of a single gift.

A bond is a single premium life insurance policy that can be linked to any of a wide range of our funds, again with the facility to switch between funds to take advantage of new investment situations.

PROVIDING FOR A TAX LIABILITY ON YOUR ESTATE

An alternative way of using your Capital Transfer Tax allowances during your lifetime is to make provision for any tax liability that will arise when your children receive their ultimate inheritance from you.

The Whole Life Protection Policy is an effective way of making provision for this liability. By taking out a policy in trust for the absolute benefit of your chosen beneficiary you can ensure that a substantial sum could be provided on death. This can be put towards meeting a Capital Transfer Tax liability arising at that point.

In this way the policy could eliminate, or at least reduce, the effect of tax on the assets you pass on to your children.

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Tilbury Contracting Group Ltd

Extracts from the Chairman's Statement by J. G. Beevor, O.B.E.

- * 1974 proved to be another successful year for our Group.
- * An increase in pre-tax profits of 11% over 1973 if the abnormal profit of £224,478 which arose in that year is omitted.
- * The Group's financial resources are sound.
- * Opportunities for the profitable expansion of our business are continually being investigated.
- * Construction division enjoyed a successful year and achieved a record level of turnover and profit.
- * Estate development division enjoyed a very satisfactory year. Earning also acquired at realistic values will maintain our potential for some years ahead.
- * Mechanical services division again increased its turnover and profits.
- * We entered 1975 with order books which, given the general uncertainty, were not unsatisfactory.

	1974	1973	1972
Share Capital and reserves	6,708,889	6,132,962	5,496,221
Turnover	25,406,920	22,818,262	18,282,744
Profit (including abnormal items and associate companies) before taxation	1,523,041	1,855,120	1,952,715
Abnormal items included above	-	-224,478	805,690
Taxation	1,043,793	938,223	756,472
Extraordinary item	(19,830)	-	-
Profit after taxation	869,618	1,016,897	1,196,243
Dividends	243,891	253,461	276,452
Dividend percentage - gross or gross equivalent	22.78%	20.90%	18.25%

The Annual General Meeting will be held in London on Wednesday, 28th May 1975.

A copy of the Group's Annual Report and Chairman's Statement is available on request from The Secretary, Tilbury Contracting Group Ltd, Finsbury Square, London EC2A 1EE.

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MAN OF THE WEEK



The tiger won in the end

BY KEVIN RAFFERTY

THE VICTORIOUS entry of the Communists into the streets of Saigon was a triumph that Ho Chi Minh did not live to see, but he had foreseen that the imperial powers would not be able to crush Vietnamese nationalism.

As he said in 1948: "If the tiger ever stands still, the elephant will crush him with his mighty tusks. But the tiger does not stand still. He lurks in the jungle by day and emerges by night. He will leap upon the back of the elephant, tear his huge chunks from his hide, and he will then leap back into the dark jungle. And slowly the elephant will bleed to death."

But it took 30 years and cost millions of lives and billions of dollars for the lesson to be learned.

Even though he died nearly six years ago, the Communists remembered Uncle Ho and gave Saigon an alternative name, Ho Chi Minh City. Ho Chi Minh was not his real name. He was born Nguyen Sinh Cung on May 19, 1890, the son of a poor peasant in Nghe An province.

Proud

The Vietnamese peasants may be poor, but they are proud and have long resented French domination. From his home, Ho Chi Minh got his burning nationalism. In Europe he discovered Communism.

For a while he was a pastry cook in London under Escoffier. He went to Paris and met the leading figures of the Communist world, then on to Moscow and to Peking. He founded the Vietnamese Communist Party in 1930, but shortly afterwards changed its name to Soviet advice to the Indochinese Communist Party to avoid any petit-bourgeois flavour.

His real chances came during the Second World War after he had founded the Viet Minh and adopted the name Ho Chi Minh (the who enlightens). The Japanese overran Indo-China and imprisoned the French; then the Americans dropped the atom bomb and finished the Japanese.

The Viet Minh worked during the war with the U.S. Office of Strategic Services, the predecessor of the CIA, but this did not give them any special American support when the French returned. Ho Chi Minh was prepared to negotiate with the French, but he also laid plans for war. And war came. And it lasted until this week.

According to some of his friends, the imperial powers (France and the U.S.) missed a glorious opportunity in 1954. Ho Chi Minh had been given his independence in 1945. Ho Chi Minh might have been persuaded to put nationalism and perhaps internationalism before his hardline devotion to Communism.

As it was, he showed more flexibility than anyone had the right to expect. He was prepared to negotiate in 1945. Even in 1954 after the French were caught in their own trap at Dien Bien Phu he opted for a smaller Vietnam than he had already won by force of arms. He was promised elections in which he would have won the whole country, but the Western powers betrayed their promise and elections were never held. Even so, Ho waited until 1959 before letting loose his guerrilla tigers.

Dedicated

There was much that was attractive in Ho Chi Minh. He wrote poetry. He addressed his people like a father. He looked very much a father-figure, and was universally known as "uncle." But he also had a dedication to Communism, which frequently led him to follow policies much tougher than the twinkling eyes and wispish beard would suggest he was capable of.

The Vietnamese leaders who remain are very much Ho Chi Minh's creations, but they are more limited and have their own confined spheres in a collective leadership—Pham Van Dong in government, Vo Nguyen Giap in the army, Le Duc Tho in the Party, and Le Duc Tho the theorist. But they share Uncle Ho's dedication to Communism, and the West has given them no reason to soften that line.

FINANCIAL TIMES

Saturday May 3 1975

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Viet Cong demand return of refugee ships and aircraft

BY OUR ASIA CORRESPONDENT

THE VIET CONG and North Vietnamese yesterday repeatedly demanded that fleeing refugees should return the "dozens" of warships, cargo ships and cargo aircraft, and jet fighters and dozens of tons of gold and other property "taken to foreign countries."

But Mr. James Schlesinger, U.S. Defence Secretary, said that the aircraft belonged to the U.S. The South Vietnamese flew 129 aircraft to Thailand, and the issue threatens to put further pressures on the new democratic Thai Government.

Thailand said it would return the aircraft to the Communist Revolutionary Government in Saigon. And Major General Chatchai Choonhavan, the Thai Foreign Minister, reacted with sarcasm to Mr. Schlesinger's assertion that the U.S. had obligations of moral nature to defend Thailand.

"Morals," said the Foreign Minister. "The U.S. does not have any morals at this point. They have already pulled out from Cambodia and South Vietnam, so we are going to have

to defend ourselves." On Thursday General Chatchai said that an "enormous" withdrawal of many of the 300 U.S. aircraft and 27,000 troops in Thailand would be announced next week.

In South Vietnam itself normal communications remained cut, but France said it had received reassuring reports that the situation was returning to normal and that foreigners were being treated well.

Meanwhile the American evacuation armada carrying tens of thousands of refugees was heading across the South China Sea for the Philippines. Flotillas of smaller vessels were still on the beaches of South Vietnam to the larger carriers.

A message from a convoy of 27 Vietnamese vessels carrying between 10,000 and 30,000 people said: "Food and water will be critical. Another Vietnamese craft rammed. About 200 children might die of hunger and exhaustion if no help is forthcoming."

Philippine officials said they will arrest military and Government officials of the former people of 20 nationalities who sought refuge in the embassy in South Vietnam when the city fell more than two weeks ago. Many of the group were reported to be in poor health after having been cooped up for so long in the Colonel Mito Olegario, Philippines embassy with little food and poor sanitary facilities.

The U.K. yesterday recognised Prince Sihanouk's Royal Government of National Union in Cambodia. The decision was handed to Mr. Douc Rasy, the ambassador in London of the former Lon Nol Government, and a similar note is to be delivered to the Peking embassy of the new Cambodian Government. A spokesman at the Cambodian embassy said that Mr. Rasy and his staff still considered themselves to be members of the Cambodian foreign service and would forward the note to the new Government.

In Washington the State Department said the U.S. Government was trying to place South Vietnamese refugees in foreign countries to ease financial and resettlement problems in

all in his head, but Hill Samuel's computer had to do a series of 40 simultaneous equations with 40 variables to establish the value of the stake held by the public shareholders of the Lowson group trusts in the proposed merger of 15 investment companies and four dealing operations into Estates House Investment Trust. The proposals—spelt out in a 98-page document—have to secure a 75 per cent majority at no less than 54 separate meetings.

Most stockholders, however, will have no hesitation in accepting. The first point is that, by eliminating the effect of the double discount on investment trust cross-holdings and by disclosing up-to-date valuations of the unquoted holdings, the scheme dramatises the difference between the share price of the quoted trusts and their ultimate net asset value—ranging up to over 300 per cent in one instance. There is an equally marked increase in the dividend paying power of the new trust, since its overall retention will be less than those of its constituents. Elsewhere, the coupons on the various preference and debenture stocks will be increased by a fifth.

The big question is whether the Sterling and Dollar Areas—the Lowson master company which has been excluded from the scheme—will exercise its undoubted ability to scupper the whole idea. The Lowson family has 41 per cent of SADA, which in turn stands to control nearly 19 per cent of the new trust. It looks as though the value of the family's indirect holding in the new trust broadly matches the trust's outstanding claims against Sir Denys' interests (nearly £3m.) so there is an obvious basis for settlement.

The trust has promised that outside shareholders in SADA will get fair treatment, and since it is hard to see how they can do anything but gain from the scheme, SADA will rightly be under heavy pressure to accept.

As for the alternatives, the chairman of the new company gives due attention to the possibility of liquidation or liquidation, and convincingly concludes that they are not practicable at a stage when large parts of the trust's assets are still tied up in unquoted or strategic holdings. Moreover, the present scheme is presented as an "essential preliminary" to any more radical moves—which the Board promises to keep under review taking due account of the views of shareholders.

The chief objective of the reorganisation was to confer on

THE LEX COLUMN
Best solution for Lowson trusts

Index fell 4.0 to 330.7

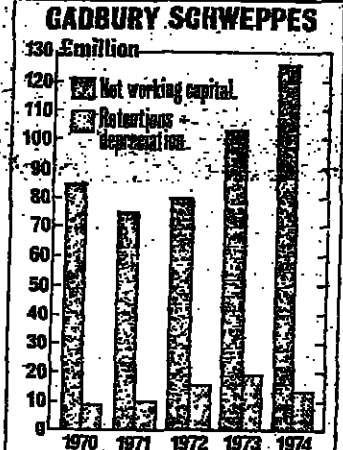
the rights are worth 21p.

Whesoe

A year ago, when the market halved interim pre-tax profits of £514,000, its share price at 96p and the 30-share trust closing at 330. Heavy losses of £700,000 and a interim dividend lowered price by 12p to 21p, the closing at 330. Heavy losses of £700,000 and a interim dividend lowered price by 12p to 21p, the closing at 330. Heavy losses of £700,000 and a interim dividend lowered price by 12p to 21p, the closing at 330.

Cadbury Schweppes

Cadbury Schweppes' £25m rights issue tells a vastly different story to that presented by the 1974 balance sheet, published on Thursday. Net borrowings had risen from 24 per cent to 41 per cent of shareholdings funds at the end of 1974 and they included short-term debt of £34m. net. This latter figure



The group's negotiation may not be as strong for the recovery of ex gratia payments and a to break even by the end of the year, is hardly guaranteed although 70 per cent of work in hand is reckoned "loss-proof." The capitalisation is £24m.

See also Page 18

CIS/Oldham

Oldham Estate has, after revalued its portfolio, emerged with a rise in assets per share from 62.6p on June 1972 to 118p now. It is like taken as a further indicator for a reviving property market. Comparisons are straightforward, however, since a sizeable part of the properties, to £279.8, probably accounted for by letting of certain emptying, previously including cost. But the latest valuation has been at a very high yield basis, as noted by the valuers' comments. Anyway, the Oldham Estate is not the only share to the public share (just under 7 per cent of total) from the Co-oper Insurance Society, which has been at a disadvantage to the new value, and so recom property groups certainly on smaller discounts to the value of the share, though the drawback of revaluation is that the CIS has not seen to it that it will not seek a market quote for the Oldham shares.

See also Page 18

Board accepts plan for Leyland Production halted at Cowley, Longbridge

BY TERRY DODSWORTH

THE British Leyland Board has accepted the proposals for restructuring the company drawn up by Sir Don Ryder.

The board, which last night, Lord Strokes, British Leyland's chairman, says that the Board "accepts these plans and changes and will initiate action accordingly."

In effect, this decision to press ahead with the wide-scale reorganisation recommended by Sir Don amounts to a tacit admission that there is little scope for argument over the Government's financial terms.

The letter says that the Board will comment later on the financial proposals, and that its advisers are now having discussions on terms with the Government. But although there have been suggestions of pressure to improve the present 10p offer, by another 2p or so, this looks unlikely to get far in the absence of strong support from the institutions.

The next step in the reorganisation will be the appointment of the key main Board members recommended in the Ryder report. Due to a "nomination" after a main Board meeting on Tuesday. Following that there will be an extraordinary arrangement whereby the new appointees operate in tandem with the present, legally-constituted Board.

Only in early July, at an extraordinary general meeting, will shareholders be able to vote on the Scheme of Arrangement setting up the new company, and confirming the new Board in office.

By then the Corporation hopes to have substantially completed the large-scale reorganisation recommended by Sir Don, including all the appointments in the new car division. The continued presence of Lord Strokes, who is likely to resign his directorship to take up the suggested presidential role, will give some continuity in this period of changeover.

Yesterday's letter was sent to shareholders in advance of Friday's EGM—a meeting with the limited purpose of raising

the Corporation's borrowing limits to enable it to take up further short-term Government loans.

It makes it quite clear that the alternative to Government help is liquidation and implies that such a course would mean a total loss to shareholders.

But at the same time the letter offers an extensive apology for the past actions of the Corporation, saying that the emergency policy recommended in the Ryder report was based on work already done within British Leyland, and rejecting the report's suggestion that no plan existed for the final organisation of the Corporation.

In a significant final paragraph on the report—the last word the Board is expected to utter on Sir Don's proposals—it points out that predictions of better financial performance depend on efficiency improvements which in turn rely on "realistic" management levels and fuller utilisation of capital.

Methods to ensure these improvements, it warns, "are not provided in the Report and remain to be evolved."

BY LORELIES OLSLAGER, LABOUR STAFF

ALL CAR production at British Leyland's Cowley and Longbridge plants came to a halt yesterday when some 24,000 of the company's employees were idle because of a combination of short-time working and labour disputes.

Some 7,000 men at various Leyland plants were laid off because of a halt yesterday when some 24,000 of the company's employees were idle because of a combination of short-time working and labour disputes.

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Wilson discusses Rhodesia with African leaders

BY BRIDGET BLOOM AND J. D. F. JONES

KINGSTON, Jamaica, May 2.

AS THE Commonwealth Conference adjourned for the weekend, Mr. Harold Wilson this afternoon met the presidents of Zambia, Tanzania and Botswana and the Rhodesian African National Council leaders now in Kingston. It was the Prime Minister's first opportunity personally to meet these major figures since the Southern African detente exercise was launched late last year.

The leaders discussed the current situation regarding talks between the Rhodesian National Council and the British Government, and the value of an early visit to Salisbury by a British Minister, and the organisation of Commonwealth support for Mozambique.

Mr. Wilson, who was accompanied by James Callaghan, the Foreign Secretary, first met Bishop Muzorewa, the ANC president, and the Rev. N. Sibhelo, who as well as the fact that the ANC's own unity is still fragile, enough imports.

While the meeting was seen by some as a chance for an informal exchange of information, it is understood that the possibility of the African National Council's taking a new initiative in its talks with the Rhodesian Government has been suggested by British and some African sources that the ANC might concentrate less on the mechanics (such as venue and chairman) of a constitutional conference and instead make proposals for the actual transfer of Rhodesia to majority rule. The point of such a strategy would be to seize the initiative from Mr. Smith.

There are, however, several reasons why the Commonwealth Secretary, said afterwards that the Rhodesian Government would be able "to do something like 85 per cent of Rhodesia's exports and imports."

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Extra £500m. price-pegging subsidies to State industries

BY JOHN HUNT

THE GOVERNMENT will have attempts to hold back inflation in 1975. However, the increases also reflect the bleak economic climate in which Commonwealth countries now operate.

Originally a total sum of £500m. was voted to cover compensation for the two years 1973-74 and 1974-75. But costs rose so rapidly that £500m. was spent in the first year, leaving only £130m. for 1974-75. The Bill now adds a further £500m. for 1974-75, making a total of £630m. for the two years.

The Bill also increases by £750m. the borrowing limit of the British Steel Corporation—£1,250m. to £2,000m. This particular item was not allowed for in the Budget estimates and will thus mean a rise in the total sum of borrowing by the public corporations. In addition current year.

The higher borrowing limits for the BSC and the National Bus Company are partly accounted for by the steep rise in costs which they face. The last rise in the Government's was in 1972 and for the NBC

produce substantive proposals. However, for the first time yesterday Mr. Sibhelo publicly spelt out his view that there should be a transitional government in Rhodesia, with a Black Premier and a majority of Black Ministers, which would hand over to an independent majority government within 12 months of its establishment.

It is understood that no objections were raised by the Africans to a proposed visit by a junior British Minister to Rhodesia, although whether or not it actually takes place will depend on Mr. Smith's agreement.

The conference decided to ask the United Nations to help Mozambique to apply economic sanctions against Rhodesia. Mr. Smith said afterwards that the Rhodesian Government would be able "to do something like 85 per cent of Rhodesia's exports and imports."

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Weather

U.K. TO-DAY
DRY, sunny periods. London area, Central S.W. and N.W. England, Midlands, Channel Islands, Wales, Isle of Man. Dry, sunny periods. Wind N. or N.E. light. Max. 13C (55F).

Rather cloudy, sunny intervals. Wind N. moderate. Max. 12C (54F).

Sunny periods, cloudy later. Wind variable; becoming S.W. light. Max. 13C (54F).

Sunny periods, scattered showers. Wind N. light or moderate. Max. 7C (45F).

Outlook: Dry, sunny periods. Lightning: London 20.55, Manchester 21.10, Glasgow 21.27, Belfast 21.28.

BUSINESS CENTRES			
City	Mid-day	City	Mid-day
Alexandria	11.20	Luxemburg	11.10
Amsterdam	11.20	Madrid	11.20
Algiers	11.20	Manila	11.20
Bahra	11.20	Medan	11.20
Barcelona	11.20	Moscow	11.20
Bombay	11.20	Stockholm	11.20
Buenos Aires	11.20	Sydney	11.20
Calcutta	11.20	Tokyo	11.20
Canton	11.20	Vienna	11.20
Cebu	11.20	Zurich	11.20
Colon	11.20		
Hankow	11.20		
Hong Kong	11.20		
Kobe	11.20		
London	11.20		
Lyons	11.20		
Manila	11.20		
Medan	11.20		
Moscow	11.20		
Stockholm	11.20		
Sydney	11.20		
Tokyo	11.20		
Vienna	11.20		
Zurich	11.20		

HOLIDAY RESORTS			
City	Mid-day	City	Mid-day
Amsterdam	11.20	London	11.20
Barcelona	11.20	Manila	11.20
Bombay	11.20	Moscow	11.20
Buenos Aires	11.20	Stockholm	11.20
Calcutta	11.20	Sydney	11.20
Canton	11.20	Tokyo	11.20
Cebu	11.20	Vienna	11.20
Colon	11.20	Zurich	11.20
Hankow	11.20		
Hong Kong	11.20		
Kobe	11.20		
London	11.20		
Lyons	11.20		
Manila	11.20		
Medan	11.20		
Moscow	11.20		
Stockholm	11.20		
Sydney	11.20		
Tokyo	11.20		
Vienna	11.20		
Zurich	11.20		

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